

CHEMIST & DRUGGIST

The newsweekly for pharmacy

Greetings

• • •

to all our friends at Home
and Overseas



INTER-ALIA PHARMACEUTICAL SERVICES LTD.

(Incorporating ROBERTS & CO. of Bond St., London, W.I.)

Head Office: RAPHAEL HOUSE, 226 HIGH STREET NORTH, LONDON, E.6.

Phone: 01-552 4344 Cables: Intalpharm London, E.6. Telex: 261553



**News and views
from Interphex**

**A 'tailor
made' hospital
pharmacy**

**Drugstore for
International**

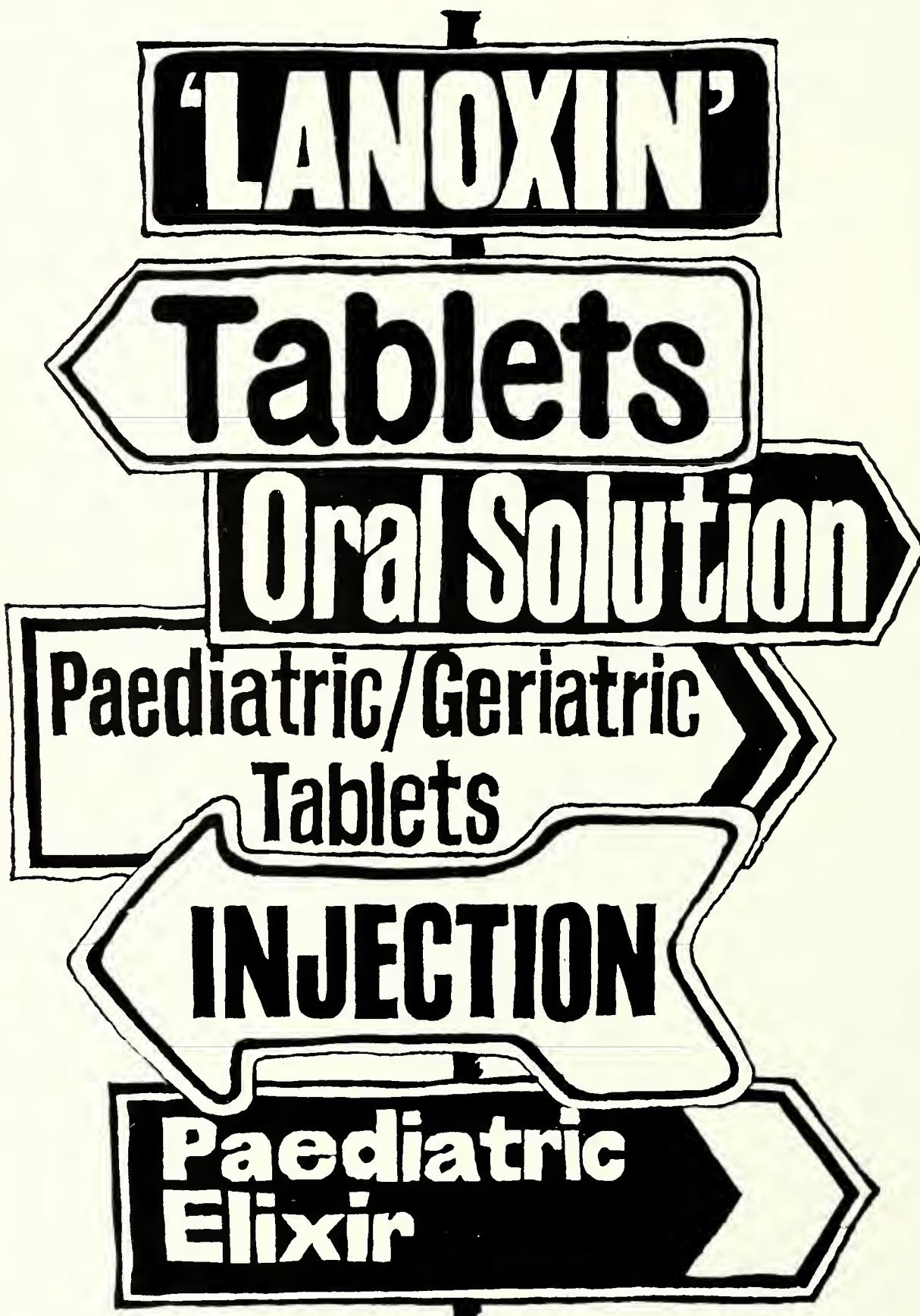
**'Scowen' and
L-dopa**

**Another for
Vestric**

**Photographic
review**

'Lanoxin': whenever digitalis therapy is indicated

Whatever the contingency there is a 'Lanoxin' preparation to meet it. Quality control throughout manufacture ensures pure, precise doses of digoxin in all presentations. 'Lanoxin' Digoxin
brand



Full information is available on request

 Burroughs Wellcome & Co. (The Wellcome Foundation Ltd.) Dartford, Kent

CHEMIST & DRUGGIST

111th year of publication Vol. 192 No 4687

The newsweekly for Pharmacy

CONTENTS

L-dopa delay: and "Scowen" blames lack of submissions	513
Medicines Act standards "not exorbitant"	513
Drugstore for International	513
Another good year for Chelsea	514
'Exempt pharmacists from SET' motion	515
Council warns on advertising	515
Drug recall in USA over blood levels	515
Smith & Nephew's sales up 7·3 per cent	516
The Xrayser Column: A priceless world	517
Society expects £5,000 surplus in 1970	518
Comment <input type="checkbox"/> For employers and employees	519
<input type="checkbox"/> Complications of drug security	
Training and information on equipment criticised at Interphex	520
Bright future for production management	520
Forming, filling and sealing in one operation	521
Dosage accuracy improved by new Japanese process	521
How a hospital pharmacy was "tailor made"	522
Photographic equipment review	524

Bonus Offers	526	New Officers	518
Coming Events	527	New Products	525
Company News	516	People	516
Contemporary Themes	527	Professional News	518
Deaths	516	Promotions	527
Irish News	514	Trade Marks	528
Market News	528	Trade News	526
Classified Advertisements	15	<i>Index to Advertisers</i>	18

Editor Owen H. Waller, FPS

Deputy Editor A. Wright, MPS, DBA

Markets Editor W. S. Bowman MPS,
MIPharmMEditorial Staff R. Baxter, BPharm, MPS
R. E. Salmon, MPS
S. Hatcher

Art Editor Peter Hewitt

Editorial Inquiries I. H. Cotgrove

Price List D. J. Davis

Deputy Publisher and Advertisement Manager Leslie Davies

Advertising J. Foster-Firth, MPS
A. G. Elliott
E. L. Sheard, 32 Wynford Rise, West Park,
Leeds LS16 6HX (Leeds 67-8438)
E. A. Craig, 8 Merrylee Road, Newlands,
Glasgow S 3 (Merrylee 6356)

Classified Advertising Iris Greenberg

Production K. Harman

Subscription Manager A. A. Golding
01-777 8271.

Publisher Donald Gaffney, M Inst M

Published every Saturday by Morgan-
Grampian (Publishers) Ltd, 28 Essex Street,
Strand, London WC 2. (01-353 6565)Subscription Department Summit House,
Glebe Way, West Wickham, Kent. 01-777
8271Home and Overseas £6 pa; 5s per copy
(including postage)

Contents ©

Member Audit Bureau
of CirculationsDr John Dunwoody opens Interphex
(reports on pp 513 and 520-21)

Cotton Wool

The neatest ideas come from
ILLINGWORTHS

Pleated Hospital Quality

A higher grade of cotton wool smartly and conveniently packed in polythene.

Various sizes from the popular 2 oz. upwards. In one dozen units, very suitable for cash and carry.

Boblets, White or Coloured

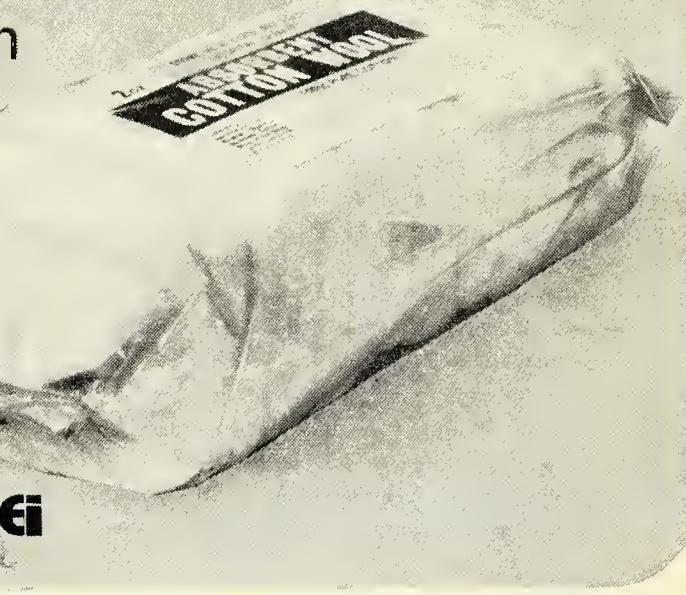
Pretty, practical, attractively packaged.

50 (1½ oz) or 100 (3½ oz) per polythene pack.

Keenly competitive prices. Small orders welcomed.

E. Illingworth & Co (Bradford) Limited

Shelf Mills, Shelf, Nr. Halifax. Telephone: Bradford 676261. Grams, Cables and Telex: 51632



ILON ABSCESS SALVE

for:

BOILS A daily dressing will remove pain and quickly clear up condition.

CARBUNCLES Respond quickly to regular dressing with Ilon Abscess Salve.

SUPPURATING WOUNDS Ilon Abscess Salve is essentially an ointment for the elimination of suppuration. Contains no Antibiotics.

Manufactured by

ILON LABORATORIES (HAMILTON) LTD

LORNE STREET · HAMILTON · LANARKSHIRE | TEL.: HAMILTON 24310

Supplies from your usual wholesale house

Coll.	Wellcome
Coll.	
No.	

SMITH & HILL SERVICE

is second to none



for all **ETHICALS**

SMITH & HILL (CHEMISTS) LIMITED

CRESSWELL ROAD, DARNELL, SHEFFIELD 9. TEL. 40321 (10 LINES)
79a URBAN RD. 37 SURREY STREET CARDINAL WORKS
HEXTHORPE DERBY CARDINAL STREET
DONCASTER Tel: 40524 NOTTINGHAM
Tel: 65251-3 Tel: 54347-8



Honest-to-goodness value for your customers-

and up to 57% profit for you!

MACDONALD'S HOUSEHOLD COTTON WOOL is an honest-to-goodness product all the way through . . . consistently high quality . . . a full 16 oz net—openly marked on the packet . . . and only 4/- recommended retail price.

AND it's in constant demand for a whole variety of uses—medical, nursery, cosmetic, household, domestic first aid . . . and a few dabs on the Christmas Tree into the bargain! Macdonald's Household Cotton Wool is a brisk

seller in all sizes: $2\frac{3}{4}$ oz, 8 oz, and 16 oz in polythene packs, and the popular 4 oz film-wrapped carton.

And the profit? On current bonus terms (6 dozen charged as $5\frac{1}{2}$), the 16 oz size brings you 49% profit on a 6 dozen order, and no less than 57% profit on 30 dozen! There are similar generous terms on the 8 oz size throughout November and December. Have a look at the table* below, and order now. Give a better deal to your customer . . . enjoy a better deal yourself!

*OFFER ON 16 OZ PACK

6 doz cost £10.10.0; with bonus value 24/-, profit is £5.2.0—49%!

12 doz cost £20.14.0; with bonus value 48/-, profit is £10.10.0—50%!

18 doz cost £30.12.0; with bonus value 72/-, profit is £16.4.0—53%!

24 doz cost £40.4.0; with bonus value 96/-, profit is £22.4.0—55%!

30 doz cost £49.10.0; with bonus value 120/-, profit is £28.10.0—57%!

MACDONALD OF MANCHESTER

PO Box 6, Portland Mill, Ashton-under-Lyne, Lancs 061-330 4422 London office: 01-743 9818

Oil of Ulay

Ulay Vitamin Night Cream

NEW PRICES - EFFECTIVE ON 1st JANUARY 1970

	List Price per dozen	Purchase Tax	Recommended Retail Price
OIL OF ULAY - 6 oz.	132/- (660 New Pence)	55%	22/6 (112½ New Pence)
OIL OF ULAY - 4 oz.	96/- (480 New Pence)	55%	16/4 (81½ New Pence)
ULAY VITAMIN NIGHT CREAM	96/- (480 New Pence)	55%	16/4 (81½ New Pence)

GARSALLE LIMITED · SHIRE HILL · SAFFRON WALDEN · ESSEX

Crest Naturac & Forma Contraceptives



Will give you bigger profits and your customers better protection and cheaper prices. Crest Naturac are lubricated treated and electronically tested and the Crest Forma contraceptive sheaths are pre-shaped to fit perfectly and stay in position. This ensures great comfort, greater sensitivity and increased safety in use. These products are the finest quality, and electronically tested.

Write for price list and terms to:

Sole Distributors:-

**D. & M. DRUKER LTD.,
DIDIHOUSE, 230a Commercial Road,
LONDON, E.1.**

Tel: 01-790 3939 / 4810

Vending machines by request.

Profit:

from any processing problem & we mean any! FenColor are geared to handle all the unusual as well as the usual jobs:

Slides from negs. Selective enlarging. Duplicate transparencies. Colour strip prints from 35 mm neg. films. Recovery of colour films wrongly processed in B & W solutions, etc., etc., etc.

The ancillary service you need

FenCOLOR
LABORATORY

Problem solvers to the trade Tel: 44156/7/8

P.O. Box 47,
Abbey Road,
Cambridge.



OBESITY IS A KILLER DISEASE

Obesity can lead to high blood pressure, diabetes and heart disease. It may worsen many other conditions.

Customers who ask for slimming advice should be encouraged to consult their doctor.

Diagnosis with Ponderax skinfold calipers is much more accurate than by weighing machine.

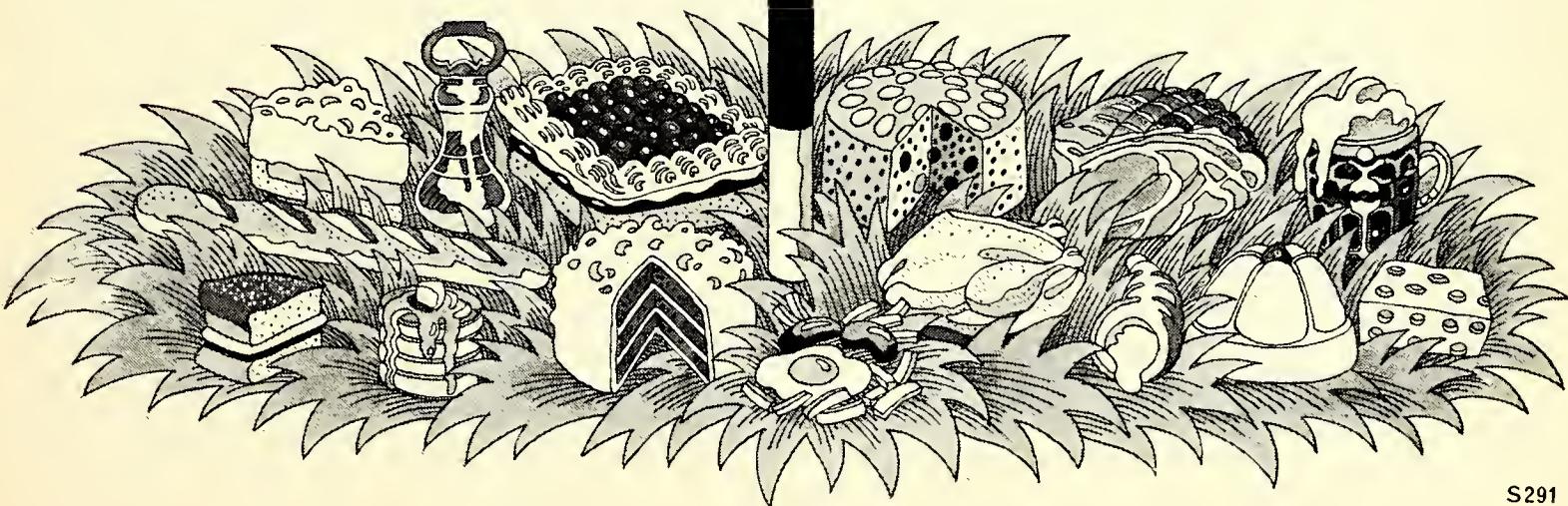


They also act as guide to the dosage of Ponderax required to produce an optimum effect, restore metabolic equilibrium, and reduce hunger. Ponderax (Fenfluramine) is a glycolipid agent which produces substantial weight loss without the dangers of stimulation.

We shall be pleased to forward full information on request.



SELPHARM LABORATORIES LTD.,
Percival House, Pinner Road, Harrow, Middlesex.



You won't want to be without

Ceporex

the new oral antibiotic from Glaxo

Ceporex (cephalexin), the new oral antibiotic from Glaxo, is already causing a stir. Why? Well it's the most completely absorbed oral antibiotic available — and it achieves high blood and serum levels within an hour of administration. It's also active against both gram-positive organisms, including penicillin-resistant staphylococci, and gram-negative organisms. What's all that mean? It means Ceporex is ideally suited to the treatment of urinary tract, respiratory tract and skin and soft tissue infections, even in patients hypersensitive to penicillins. That's why GPs will be prescribing a lot of Ceporex from now on. Make sure you can meet the demand; start ordering Ceporex now.

One vial of 250 mg capsules and one vial of 500 mg capsules virtually completes the pharmaceutical part of a Glaxo Discount Parcel. Doesn't it sound good sense to order Ceporex — now!

Presentation

Ceporex is issued as capsules containing 250 mg and 500 mg of cephalexin, in vials of 20.

Ceporex is a Glaxo trade mark

Glaxo 

Detailed literature available on request from
Glaxo Laboratories Ltd, Greenford, Middx.

L-dopa delay and 'Scowen' blames lack of submissions

The Committee on Safety of Drugs has received adequate information about only one preparation of L-dopa intended for use in the treatment of Parkinson's disease, according to a statement issued this week.

Because of public interest in the drug and misunderstanding of the Committee's function, the Committee has felt it necessary to defend its ruling that the drug should undergo clinical trial before marketing. The one preparation submitted so far was quickly released for trial.

The statement goes on: "The Committee has been aware for some time, however, that other preparations of L-dopa, mainly in the form of a laboratory reagent, have been available in considerable quantities and have been widely used by a number of doctors. The Committee has met the distributors of these preparations and has tried to encourage the submission of the necessary data.

"Despite the Committee's efforts, however, adequate information has not yet been received and the Committee has therefore been unable to satisfy itself as to the quality and safety of these materials."

Interference

The Committee says it has no intention of interfering with the right of individual doctors to prescribe for their patients whatever they think desirable, but it has been unable to assess the quality and safety of any preparation other than that in use in the Medical Research Council trials. "Doctors who wish to use these other materials must do so entirely on their own responsibility."

The statement concludes: "The Committee is impressed by the evidence of the value of L-dopa in the treatment of some forms of Parkinson's disease and is doing all in its power to ensure that the supply of L-dopa in a safe and satisfactory form is encouraged as rapidly as possible."

In the House of Commons this week, Mr P. Mills asked for a Ministerial statement on the proposal that L-dopa should be prescribed on the National Health Service to sufferers from Parkinson's disease, in view of the side effects produced by the drug.

In reply, he was referred to the Committee's statement.

Medicines Act standards 'not exorbitant'

Standards laid down for granting licences under the Medicines Act will not be exorbitant or impossible, Dr John Dunwoody, Under-secretary of State at the Department of Health, said when he opened the second Interphex exhibition at Olympia, London, on December 9.

The aim would be to bring the whole of the industry up to the high standard already set by most manufacturers, he went on. Standards were becoming increasingly international — for example, those laid down by the EFTA partial agreement. Dr. Dunwoody anticipated that the trend would spread beyond Europe and mentioned in particular resolutions on standards passed by the World Health Organisation. It was in the area of international standards that the makers of materials and machinery could do much to help.

Referring to the exhibition itself, Dr Dunwoody said he was impressed by what it was setting out to do.

The present exhibition is the second to be held under the name. About 120 exhibitors occupy a display area of 30,000 sq. ft.

The organisers, BPS Exhibitions Ltd are expecting over 9,000 people, mainly from Europe, to attend. In connection with the exhibition tours are being arranged for the overseas visitors to twelve of Britain's most technically interesting factories.

Drugstore for International

International Stores Ltd, the food and household goods group which has an annual turnover of £106 million, has launched into the drugstore business. A drugstore opened at East Acton on December 4, will, if successful, be the forerunner of similar shops, say the company.



Mr R. W. Smith, Elanco division Eli Lilly & Co Ltd, shows Dr Dunwoody the extruder used prior to Marumerization in the company's new process (see Interphex report p 521).

'Doctor' booklets not profitable?

Is there enough demand to make the *Family Doctor* booklets a commercial proposition at their current price and format?

That was the question asked by Norman Tozer of the BBC after he had conducted a survey into the difficulties of obtaining the booklets from pharmacies.

In the Radio 4 programme "In Practice" on December 4, Mr Tozer reported on spot checks made at twenty chemists' in the South of England. Only three had booklets in stock, and only one had up-to-date titles. Two shops did offer to order them, but it could prove embarrassing to order certain titles over the counter. A better idea, stated Mr Tozer, would be the voucher card offered by an independent chemist.

A spokesman for "that large chain of cash chemists" explained that lack of demand prevented them from stocking the booklets at all branches.

Mr J. A. Goulding, publications officer of the National Pharmaceutical Union, thought that too little was being done to let the public know that the booklets could be obtained from chemists. The British Medical Association have been constantly urged by the NPU to provide some promotional aid, eg cards for display in doctors' waiting-rooms, but BMA members were said not to

be 100 per cent in support.

Dr T. Weston, Editor of *Family Doctor Publications*, explained that doctors preferred to discuss particular conditions with the patient in their own words, although they were prepared to suggest the booklets in the more general conditions.

According to Dr Weston the incentive for chemists is obviously not enough either. Since *Family Doctor Publications* are determined to keep the price down, even with the maximum discount of 9d the amount of space the booklets would take on the counter cannot compare in value with, say, a cosmetic preparation.

Minister to be at conference

Mr Bruce Millan, Joint Parliamentary Under-secretary of State for Scotland, is to give the opening address at the Conference of Scottish Hospital Pharmacists in Dunblane, March 13-15, 1970.

The Saturday morning session will be on "The hospital pharmaceutical service," with Sir Noel Hall as the main speaker. Three speakers share the afternoon session on "Pharmacology of adrenergic drugs." They are Professor W. G. Bowman and Dr J. R. Parratt, University of Strathclyde, and Dr T. I. McBride, Glasgow Victoria Infirmary.

On Sunday morning the subject is "Pharmaceutical formulation," with Mr K. A. Lees, Glaxo Laboratories, speaker.

Another good year for Chelsea

Reporting on November 27 as head of the department of pharmacy, Chelsea College, University of London, on the session 1968-69, Professor A. H. Beckett said the session was the thirty-sixth as an independent department within the College.

On the research side, five students had been awarded the degree of PhD, and two the MPh degree. Of those taking a higher degree by coursework, 13 had obtained the degree of Master of Science, six in pharmaceutics (pharmaceutical technology) and seven in pharmaceutics (biopharmacy). The College diploma had been gained by four students in biopharmacy.

The undergraduate results were also encouraging. In the Bachelor of Pharmacy degree course four students, Messrs D. Black, J. Caldwell and D. J. Morley and Mrs V. M. Morley, had gained first class honours, 37 students had achieved second class honours (nine in the upper and 28 in the lower divisions) and pass degrees had been awarded to 11 students.

At the second University examination, 50 of the 69 candidates had been able to proceed to the final year, and in the first, 62 out of 68 students had been successful in satisfying the examiners.

Postgraduate courses

A residential course on "The Parameters of Preservatives" had been repeated during the Christmas vacation with notable success. Under the title "The Preservation of Pharmaceuticals," two series of post-graduate extension lectures had been arranged. A second extension course, "Industrial Hazards," had been equally well attended.

Grants for research had been received during the year from: Fisons Pharmaceuticals, ICI, Bayer, Searle, Smith, Kline and French, Nicholas, the National Coal Board, Selpharm, National Federation of Licensed Victuallers, Nysco Laboratories, the Tobacco Council, Osti, the Medical Research Council, Glaxo, Tour of Britain, the Jim Clark Foundation, the Wellcome Trust, and Camden Chemical.

During the year, 58 research papers and 12 articles and reviews had been published.

The Chelsea Pharmacy Students' Association had had another successful year under the

chairmanship of Mr P. Taylor, but there was still an element of apathy amongst many students.

Progress on revision of the structure and syllabus for the degree of Bachelor of Pharmacy had been slow, but he was hopeful that in his next report he would be able to give definite results. In the current session small groups of third-year students would be visiting hospitals and entering into discussions with medical consultants as to the treatment of certain diseases or conditions in actual patients.

Most important change in the laboratories had been the completion of a modern dispensary.

Joint meetings between student representatives and senior staff, one per term, were taking place.

MRC give £6,000 for research

The Medical Research Council has given a grant of £6,000, spread over three years, to Dr J. H. Scott Foster of the Pharmaceutical Microbiology Group from Bath University's School

of Pharmacy to support his toxicological studies on mammalian cell culture systems.

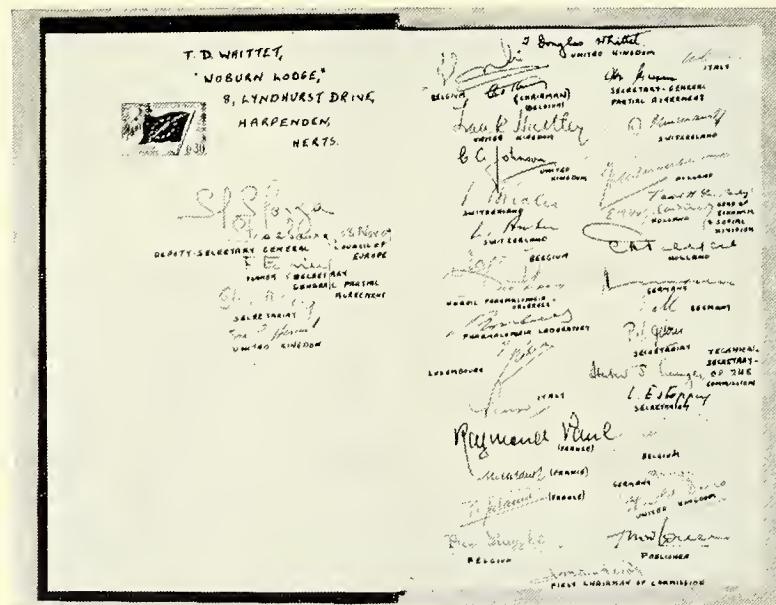
The grant will enable Dr Foster to develop a method of testing the toxicity of substances on mammalian and more especially human cells grown specially for the purpose in the laboratory, thus obviating the use of living animals.

The purpose of the investigation is two-fold: to screen materials (drugs, antioxidants, etc) used in the formulation of pharmaceutical preparations, and to use cell lines derived from mammalian ocular sources as models for the *in vitro* study of the toxicity of ocular pathogens, principally *Pseudomonas aeruginosa*. The second aspect of the work will be undertaken in collaboration with Dr E. J. L. Lowbury and Dr R. J. Jones of the MRC Industrial Injuries and Burns Unit, Birmingham.

Equal pay Bill published

A private member's Bill to establish the principle of equal pay for men and women has been published by a group of MP's headed by Mr C. Norwood.

The Bill would require provision to be made within 12 months of its passing for the introduction of equal pay for equal work and for work of equal value. Parity would have to be achieved in three annual stages, the first to be effective not more than 12 months after the Act became law.



Autographs of Council of Europe officials and members of the European Pharmacopoeia Commission were obtained by Dr T. D. Whittet, a UK representative, when he attended the ceremony for the presentation of volume 1 of the Pharmacopoeia in Strasbourg on November 13. The signatures are set out in the front of Dr Whittet's personal copy of the Pharmacopoeia

Irish news

New regulations controlling amphetamines

Controls over amphetamines, their derivatives and preparations have been strengthened by the introduction of new regulations by the Minister for Health.

The regulations come into operation in two stages. From December 10, the import, manufacture and preparation of substances covered by the regulations will be generally prohibited but up to January 19, 1970, the distribution, sale and offering or keeping for sale of the preparations will remain unrestricted.

Up to that date prescriptions may be filled in the usual manner to allow "phasing out" and it is expected that the number of prescriptions for such items will drop sharply. From January 19 dealings in amphetamines will be illegal.

The Minister may grant a licence to allow a supply of amphetamine to be obtained for a patient to meet exceptional cases. Details of the arrangement are being issued later.

Pharmacists will be advised at a later date regarding the disposal of surplus stocks of amphetamine after January 19, 1970, when the regulations become fully operative, and of the arrangements for recoupment.

Pharmacists should remain vigilant to prevent amphetamine and other drugs liable to abuse falling into the wrong hands.

List of preparations

The list of preparations to which the regulations apply is as follows (all are tablets unless otherwise stated):—

Adetate elixir, Amphetamine sulphate, Anxine, Barbidex, Benzedrine, Daprisal, Dcsbutal capsules, Dexamed, Dexamphetamine sulphate, Dexedrine tablets and capsules, Dexobarb, Dexocodene, Dexten, Dexytal capsules, Didrex, Diesed, Drinamyl tablets and capsules, Duromine capsules, Durophet and Durophet M capsules, Edrisal, Euphoramin, Euvitol tablets and elixir, Filon, Filon SR, Gevodin, Kethamed, Lucofen and Ducosan SA, Metamsustac, Methedrine tablets and ampoules, Potensan, Potensan forte pills, Preludin, Priatan solution, tablets and injection, Reactivan, Revicaps capsules, Rybrol, Steladex capsules, Stimplet elixir, Thyroxide, Villescon tablets and elixir.

'Exempt pharmacists from SET' motion

More than thirty Members of Parliament headed by Mr R. Gower (Barry) have tabled a motion urging the Government to relieve pharmacists of the Selective Employment Tax. The motion states: "That this House recognises the generally high standards of retail pharmacists and their valuable contribution towards the functioning of the National Health Service; and calls upon Her Majesty's Government to assist them by early action to relieve them of selective employment tax."

A similar motion, with Mr Gower again the chief sponsor, calls for the removal of SET from shopkeepers.

In the Commons this week Mr L. Pavitt asked the Secretary of State for Social Services to estimate, on the basis of information supplied to him, the present amount included in the National Health Service drug bill in respect of the pharmaceutical industries representatives.

Dr John Dunwoody, Under Secretary of State, replied: "Until information is available from the new voluntary price regulation scheme we shall not be able to make any reliable estimate of this amount.

"Mr Pavitt has supplied information suggesting that expenditure on representatives might be of the order of £13 million a year. We will bear this figure in mind but not all of this would be in respect of supplies to the National Health Service."

Patients unable to pay

Dr M. Winstanley asked what instructions had been issued to dispensing chemists with regard to the procedure to be adopted in the event of National Health Service prescriptions being presented by persons unable to pay the prescription charge at the time of presentation of the form.

Dr Dunwoody "Chemists are aware that people who have difficulty in meeting the charges for financial reasons should apply to my Department's local office."

Mr Pavitt asked the Minister to invite the Medicines Commission to provide him with a list of medicines commonly used in the National Health Service but which had been found to be ineffective.

Dr Dunwoody: "The Standing Joint Committee on the Classification of Proprietary Preparations has for many years listed preparations that in its opinion are not of proven efficacy."

Drug recall in USA over blood levels

Nearly 40 million oxytetracycline capsules are being recalled by the United States Food and Drug Administration because they do not produce the blood levels required by FDA tests.

The recall involves eight manufacturers, but Charles Pfizer, Rachelle Laboratories Inc. and West-Ward Inc. are not affected. The capsules are said to be of questionable value medically because the oxytetracycline may not reach the blood stream at level comparable to those achieved by capsules known to be effective in treating infections.

Certification for all oxytetracycline capsules, except for the Pfizer products, was suspended in May, pending the FDA investigation. No new batches are being accepted for certification until manufacturers "can demonstrate through blood level tests their ability to consistently manufacture products providing adequate blood levels equivalent to the Pfizer product."

Daily dispensing turned down

The Department of Health has rejected a suggestion by Inner London Executive Council that doctors should be allowed to issue prescriptions for Schedule 4 drugs for dispensing on a daily basis.

According to *Executive Council*, the proposal by the Local Medical Committee was that the procedure used for heroin, etc. should be used. The Pharmaceutical Committee gave its support provided that a dispensing fee was paid for each daily repeat and validity of the form was restricted to 7 or 14 days.

In its reply, the Department said it would consider other methods of easing the problem



Mr A. E. Bide (right), a director of Glaxo Group Ltd, and chairman of Vestrict Ltd, the wholesalers within the group, talks to Councillor R. Parker, the mayor of Morley, Yorks, at the official opening, last week, of the company's new warehouse in the town. The warehouse has been "purpose-built", and designed by the company to serve a wide industrial area in the West Riding

that did not increase costs or workload. The Pharmaceutical Committee has since asked the Department to reconsider the long-term view because the number of patients affected would be small and the cost less than that of weaning them from addiction.

Council warns on advertising

The Council of the Pharmaceutical Society has renewed its warning to pharmacists about advertising in newspapers and co-operating in "advertising features."

Evidence is still reaching the Council that articles are appearing that conflict with the advice, issued in 1964, which said that the Council deprecated the practice of editorial matter about pharmacies being published with advertisements for products that it sold.

"Almost invariably such announcements carry the implication that the pharmacy is superior to other pharmacies in the neighbourhood and for this reason, in the Council's view, are unacceptable."

"Any statement relating to a new pharmacy which is submitted to a newspaper for publication should be limited to a single announcement of the name and address of the owner and the date of opening."

Members are reminded that the purpose of restrictions on advertising is to benefit the profession as a whole. The method of obtaining indirect advertising by taking part in an "advertising feature" is strongly criticised.

A pharmacist's responsibilities have been stated by the chairman of the Statutory Committee in a recent case as follows:

"They might well have anticipated that an article of this kind, or of some similar kind, would have been written, and before they consented to the advertisement going in they could have insisted by saying: 'If there is an article, we want to see it and if there is any objection to the article we have a right to alter it or strike it out or do whatever is necessary to make the article acceptable.'

Members are reminded that they may always approach the Council for advice.

New ruling on drugs pricing

The Department of Health has agreed that three weeks' stock turnover will be accepted for pricing purposes for drugs covered by the Drugs (Prevention of Misuse) Act 1964—see Pharmaceutical Society's Council report, p 518.

COMPANY NEWS

Smith & Nephew's sales up 7.3 per cent

Smith & Nephew Associated Companies Ltd report sales of £31.43m in the 40 weeks ended October 4; an increase of 7.3 per cent over the equivalent period of 1968. Operating profit from the sales, which do not include inter-company transactions by associated companies, was £4.21m (£3.77m) and group profit, before tax £4.65m (£4.09m). Taxation is calculated at £1.98m (£1.71m). Income from associated companies in which a substantial holding is held (British Tissues Ltd, Jeyes Group Ltd and 50-50 companies in Europe), is £433,000 (£325,000).

Drugstore failed

Four-times married Mrs Isabel Emily Bagshaw, 57, told London bankruptcy court on December 3 that after selling her drug store in 1968 she failed to pay the account of a trade creditor. The creditor later obtained judgment and brought the bankruptcy proceedings. Her statement of affairs disclosed debts of £972 and no assets.

Mrs Bagshaw said her third husband had a pharmacy trading as H. A. Johnston at 94 Pitshanger Lane, London W 5. When he died in 1964 she continued the company but she lost many regular customers and the business declined. From late-1966, the business traded as a drugstore. She closed this in March 1968 and the property was sold at the end of that year.

Her public examination was adjourned to enable her to amend her statement of affairs to include a possible asset she had omitted from her original statement.

In brief

Willows Francis Ltd confirm that a final dividend of 10 per cent for the year ended June 30 is being recommended. Because of the acquisition of Wigglesworth Ltd and R. Sumner & Co Ltd the company will not have the final audited accounts ready in time for the annual meeting on December 31. A proposal to adjourn to a later date will be put.

Syntex Pharmaceuticals Ltd, Maidenhead, Berks, maintained its rapid rate of growth as sales volume for the fiscal year almost doubled the previous year's total, states the annual report of the parent, Syntex Corporation. Net sales of the Corporation rose to \$83.76m (from \$73.75m in 1968) and income to \$22.61m (\$19.87m).

Bio-Rad Laboratories has now formed a British subsidiary company to provide a comprehensive service for its diagnostic

products in the United Kingdom. The address of the new company is 334 King Street, London W 6. The company's distributor Microbio Laboratories Ltd will continue to meet customers' needs for the Bio-Rad specialised chemicals.

Jeyes Group Ltd's external sales in the 40 weeks to October 4 at £9.82m were up by 5.7 per cent on the previous year and profits before tax advanced to £523,000 (£434,000).

Total Beauty Ltd's marketing manager, Mr P. J. Taylor has returned from the Continent with substantial orders from Germany, Austria and Switzerland for their aerosol, Spray Away.

Sheffield & Ecclesall Co-operative Society Ltd have appointed Mr H. E. Wilson, MPS, superintendent pharmacist of their group of pharmacies and Mrs E. Bennett, MPS, manageress of the pharmacy at the Arcade, Sheffield.

Dista Products Ltd announce that Mr F. W. Cloke, previously director of their industrial relations division has been appointed to the new position of works director.

Dreamland Appliances Ltd have acquired the capital of Norvic Electric Ltd, formerly a company within the Norcros group. Production of Norvic electric blankets will be continued.

Laporte Industries (Holdings) Ltd have made arrangements for a placing of £3m 10 $\frac{1}{4}$ per cent debenture stock 1994/99 at £98 10s per cent.

S. I. Myers Ltd, Old Street, London, have taken on new premises at Eagle Wharf Road, London N 1.

Regent Laboratories Ltd, have appointed Mr S. Adrian Willis their home sales manager.

International Chemical Co have appointed R. G. Wright their national sales manager.

PEOPLE

Mr Bryan Wright, formerly home sales manager and sales director of Upjohn Ltd, Crawley, who was recently appointed general manager of Upjohn's Japanese subsidiary, has been granted the 1969 Dr William E. Upjohn award. Mr Wright was one of four employees out of the 3,500 in the company's international division to receive the 1969 award.

Mr James B. Livingston a director of Rockware Group Ltd, has been elected president of the Glass Manufacturers Federation and will take office on January 1, 1970.

Mr Livingston became a director of the Rockware group soon after the 1939-45 war. After ten years as joint managing director he became vice-chairman and sole managing director of Rockware Glass, Ltd in 1960; a post he has only recently relinquished.

Despite his numerous commitments to glass he serves on a number of hospital committees and is on the board of governors of Charing Cross hospital.



Professor Sir Charles Dodds (right) seeing anti-viral immunological test procedures at the Eli Lilly Laboratory for Clinical Research, recently. Sir Charles had previously addressed scientists of the Eli Lilly organisation at its headquarters in Indianapolis, USA

Deaths

Blair: On November 18, Mr Robert Blair, MPSNI, 38 Foyle Street, Londonderry, aged 96. Mr Blair was born on a small farm in co Donegal. When aged fourteen he was apprenticed to Mr John Raft, druggist, Stranorlar, for five years. After a period with Mr Mitchell, Londonderry as an improver, Mr Blair qualified as a Registered Druggist in 1898.

In 1905 he entered into partnership with Mr John Mortimer, 41 William Street, a firm of wholesale and retail druggists. When Mr Mortimer died Mr Blair bought out the partnership and in the year 1917 bought over the business of Messrs Maxwell & Greer at 38 Foyle St., from there he traded extensively in co Donegal, Derry and Tyrone.

When aged 56 he sat the modified examination held in Belfast under the Northern Ireland Pharmacy Act to enable former Druggists to become Pharmaceutical Chemists. [Portrait p 517.]

Cheshire: On November 10, Mr John Cheshire, MPS, 63 Wharf Road, Grantham, Lincs. Mr Cheshire qualified in 1907.

Croft: On October 25, Laurence Keith Croft, MPS, 146 Stepney Road, Scarborough, Yorks. Mr Croft qualified in 1914.

Golding: Recently, Anthony Golding, MPS, Flat 3, 177 Kingsway, Hove, Sussex. Mr Golding qualified in 1969.

Greenwood: On November 24, Mr Reginald Harwood Greenwood, MPS, Valdare, 2 St Nicholas Road, Uphill, Weston-super-Mare, Somerset. Mr Greenwood qualified in 1915.

Hayward: On October 6, Mr Frank William Hayward, MPS, 81 High Street, Teddington, Middlesex. Mr Hayward qualified in 1920.

Harris: On November 13, Mr Sydney Harris, MPS, 15 Water Orton Road, Castle Bromwich, Birmingham. Mr Harris qualified in 1902.

Jackson: Recently, Mr Robert Edward Jackson, MPS, 8 Melrose Avenue, Linthorpe, Middlesbrough. Mr Jackson qualified in 1933.

Lawson: On December 3, Mr John Lawson, FPS, 14 Sandringham Avenue, West Bridgford, Nottingham, aged 91. Mr Lawson qualified as a chemist and druggist in 1900 and as a pharmaceutical chemist in 1901 in which year he was a Pereira medallist. In 1905 Mr Lawson was appointed general manager and chemist of Daisy Ltd, Leeds. He joined Boots Pure Drug Co Ltd in 1915, retiring in 1943 when he was buyer and sales manager of that company's proprietaries department.

Lloyd-Jacob: Recently, Mr Justice Lloyd-Jacob, a judge of the Chancery division of the High Court, aged 72. Sir George Harold Lloyd-Jacob was the first judge to be appointed to the division who dealt specially with patent cases. Among the actions which he heard was that brought by the Pfizer Corporation in 1962 against the Ministry of Health. He ruled that the Ministry was not empowered under Section 45 of the Patents Act to authorise importation from Italy of tetracycline then under patent for use in hospitals. On appeal, however, the judgment was set aside.

Lyons: Recently, Mr Wilfred Harold Lyons, MPS, PO Box 56, Van-der-Byl, Transvaal, South Africa. Mr Lyons qualified in 1924.

Newman: On October 25, Victor Newman, MPS, 94 Preston Drive, Brighton, Sussex. Mr Newman qualified in 1931.

Simmons: Recently, Mr Stanley James Simmons, 15 Ronald Park Avenue, Westcliff-on-Sea, Essex. Mr Simmons qualified in 1904. He retired from the Register in 1958.

Thomas: On November 13, Mr Arthur Briggs Thomas, MPS, 6 Colin Parade, Colindale, London, NW9. Mr Thomas qualified in 1920.

Yule: On December 1, Mr Thomas Birrell Yule, MPS, 14 Stanhope Drive, Burnside, Rutherglen, Lanarks. Mr Yule qualified in 1926.



Mr R. Blair



Mr J. Lawson

The Xrayser column

A priceless world

Once, in the dear dead days beyond recall, as the song has it, the general public—and that includes myself—knew what they were buying and knew something about the price of an article. Their knowledge of the latter was assisted by the thoughtful shopkeeper having affixed a clear and unequivocal statement to the article itself. Sometimes, in fact, the manufacturers were thoughtful enough to take steps to make it unnecessary for the salesman to do anything about it. But all of that was before the appearance of the flickering shadows cast by the legislation concerning the prices of goods.

The difficulties today are manifest. First, the retailer has to undertake extensive research to find the price of the goods purchased, for the invoice generally resembles the sort of cypher message that had to be broken down by experts at the Admiralty. Secondly, he has to consult a price list, for the invoice is frequently uninformative in that direction. But that, as last week's report from the House of Lords indicates (p 494), is only the beginning of the matter.

Lord Redmayne, during a debate on consumer problems, referred to the case of a reputable multiple chemist, who sold an inspector under the Trade Descriptions Act an article marked "9d off retail price" and omitted to deduct the 9d. Unlike Mr Mantalini, the inspector was not prepared to "dem the ninepence," and proceedings were instituted. Lord Redmayne remarked that any other customer making that purchase would obviously say: "What about the 9d off?"

I am not so sure of that, for if, as happens much of the time, the customer does not know the starting price—I have a feeling that I am becoming a little confused here, for I seem to have heard "starting price" in a different field—how is she to know whether she has been allowed the ninepence or not? The legend "9d off" may be quite meaningless.

Describe at your peril

Lift almost anything you see around you in the retail section of the pharmacy. Here is a tube of toothpaste—not an ordinary toothpaste, it must be admitted, for it states "extra-strength." I have not seen one of its brand described as "ordinary strength," so I am a little in the dark as to how much stronger extra strength may be. But the carton also tells me of two great beauty offers to send for—luxurious eyelashes free with 12 special tokens, and a neat vanity case for all my cosmetics for just 46s. And I had better not let the grass grow, for the offer closes on the last day of the year. The carton, I learn, is worth four special tokens, so it would be well to buy three tubes now.

But I am just a little worried over my possible involvement with an inspector under the Trade Descriptions Act. The end of the carton says "standard"; on the side, I am faced with "extra-strength." What am I to put forward to explain the conflict of views between the end and the side of the carton, for how can an article at one and the same time be standard and extra-strength? And if you tell me that standard refers to the size and extra-strength to the paste itself, what is the standard strength as a unit of comparison? It seems a pity that Mr Harry Worth could not ask some supplementary questions in the Lords.

Laughter in the Boardroom

In front of me also is a tin of assorted plasters, with an adhesive label stating "voucher worth 1s inside—valid until 31.7.69." Fortunately, I noticed the date before selling and removed the adhesive label, only to find beneath: "Not to be sold without 1s voucher stamp." How well the firm knew and trusted me! But the plasters will be useful to affix my free luxurious eyelashes.

PROFESSIONAL NEWS

Society expects £5,000 surplus in 1970

As a result of economies and other measures, an estimated deficit of £16,000 in the Pharmaceutical Society's finances in 1970 has been converted into an estimated surplus of more than £5,000. That emerged at a special meeting of the Finance and General Purposes Committee, which recommended to the Council at its meeting on December 2 and 3, that the Committee's revised estimates as amended be approved and adopted.

The Treasurer (Mr Harry Steinman) said he wished to record the Committee's thanks to Council and the staff for their co-operation in bringing about that change.

The Society's surveyors having advised the immediate erection of shoring to part of the Great Russell Street frontage of the Society's building, the president (Mr A. Howells) authorised the work to be carried out. The Committee recommended approval of his action. Cost of the shoring would be about £1,950 and of a hoarding approximately £550. On completion of that work, a further check on costs would be made and a decision on shoring of the remainder of the frontage.

The Privy Council has approved alterations in the Society's by-laws concerning increases to members and premises fees to take effect from January 1, 1970.

It was noted that, in the final appointments to the Medicines Commission, human medicine had been granted four representatives. The secretary was instructed to write asking why the Society's representations that there should be equal representations of human and veterinary medicine had been rejected and the number of representatives for human medicine increased.

New ruling on drugs prices

After noting "with satisfaction" that the Department of Health had agreed that three weeks' stock turnover would be accepted in considering for pricing purposes whether a chemist contractor was justified in not using the "common size" pack of a preparation covered by the Drugs (Prevention of Misuse) Act, 1964, the Practice Committee decided to recommend to members that they should reduce stocks of those products to quantities corresponding to three weeks' demand.

The president announced that Mr Eric Ogden, Member of Parliament for West Derby (Liverpool), had accepted an invitation to be Parliamentary adviser to the Council.

The Society's library has received copies of three theses which led to the award to their authors of the degree of Doctor of Philosophy. They were: "Some aspects of the synthesis of isoquinolines from benzylamine derivatives" (Dr R. D. Waigh, University of Bath); "Cyclisation of N-prop-2-nylbenzylamines," (Dr J. R. Brooks, University of Bath), and "The

Chisnall; Keith Albert Newman; William Harold Cullen Shaw; Gordon Frank Snook.

Places at a post-graduate school on "Drug distribution, metabolism and kinetics" at Chelsea College in April 1970 have been increased from 80 to 100.

Messrs T. Heseltine, R. Neal Morris, F. Orrell and C. E. Turner have been asked to serve on the Birdsgrove House Committee for the next 12 months.

The Organisation Committee has decided not to provide expenses for members attending regional subcommittee meetings.

Permission has been granted for the name of the Reigate, Redhill and district branch to change to the Crawley, Horsham and Reigate branch.

It was recommended that, in consultation with the NPU, the Central NHS Committee and the Pharmaceutical General Council (Scotland), a document should be prepared on the use of original packs for dispensing.

Pharmacists' difficulties in contacting prescribers are to be the subject of a letter shortly to be sent by the General Medical Services Committee to local medical committees.

Referring to the retirement of Dr Whittaker as a Privy Council nominee on the Society's Council, the president said that tributes had already been paid to Dr Whittaker in committee but he felt that Council would wish to record officially their appreciation of the valued service that Dr Whittaker had given to the Council of the Society during the past eight years.

First-year student numbers rise

More first year students entered schools of pharmacy this October than in any year since 1961, according to figures compiled by the Pharmaceutical Society.

The total was 916, against 882 in 1968 and 803 in 1967. Figures prior to 1961 are not available.

The overall numbers in the schools are as last year—2,724 against 2,726 in 1968. Increases in the first year are compensated for by a reduction from 433 to 412 in the number of post-graduate students. All undergraduates are now studying for degrees—there are no more diploma students in the schools.

Other than overseas students, the student population is comprised of 1,275 men and 884 women. The Society's analysis also shows that the schools of pharmacy awarded 653 degrees in 1969, 389 to men and 264 to women.

New Officers

Pharmaceutical Society branches

Plymouth: chairman, C. R. Underhill; Vice-chairman, R. J. F. Bowden; Treasurer, P. L. Cohen; Secretary, K. J. Wadge, Milehouse Pharmacy, 17 Wolseley Road, Plymouth, Devon (telephone: 0752 53592).

More members are designated as Fellows

The panel of fellows appointed under by-laws III (4) have designated the following members as Fellows of the Society from December 3.

FOR DISTINCTION IN THE PROFESSION OF PHARMACY: Edgar George Hopwood Adams, Tonbridge, Kent; Walter Charles Deans Bain, Aberdeen; Bertie Leonard Beard, London E4; Albert Border, Great Shelford, Cambridgeshire; Annet Antonio Thompson Favard, Rhodesia; Kenneth Holland, Upminster, Essex; William Gordon Hollis, London WC1; John Barclay Hough, Aberystwyth, Cardiganshire; Raymond Murray Howitt, Hounslow, Middlesex; Samuel Hughan Holmes Chapel, Cheshire; Cecil Jacobs, Leicester; Estelle Josephine Mary Leigh, Aughton, Lancashire; Alfred William Lewis, New South Wales, Australia; Archibald George Mervyn Madge, Plymouth; Evan Charles Meredith, Wembley Park, Middlesex; William Richard Nicholas, Falmouth, Cornwall; James Shields, Renfrew, Scotland; Agnes Jane Porter Turner, Harrow, Middlesex; Scriven John Turner, Harrow, Middlesex.

FOR DISTINCTION IN THE PRACTICE OF PHARMACY: Malcolm Campbell, Glasgow; James Smith Ley, Renfrew, Scotland.

FOR DISTINCTION IN THE PRACTICE AND PROFESSION OF PHARMACY: Augustus Alan Kennett, Croydon, Surrey.

FOR DISTINCTION IN THE SCIENCE OF PHARMACY: Ian Charles Edmundson, Greenford, Middlesex.

effect of anti-inflammatory drugs on the protein-binding of corticosteroids in human plasma," by Dr A. G. Davidson (Strathclyde University). In each case the research leading to the thesis had been undertaken by means of an award made by the Society.

After considering recommendations from the Joint Examination Board of the Royal Institute of Chemistry and the Pharmaceutical Society, the Committee approved the award of the mastership in pharmaceutical analysis to: Kenneth Thomas

THE BEST STANDARDS

When you buy standard preparations to dispense against 'open' prescriptions you set standards of your own :—

Professionally

you demand the highest quality

Commercially

you want the best value

Cautiously

you look for the protection of
a reputable name

The increasing range of Berk Economy Brands will satisfy you on all points. The brands of standard preparations are made with the same care as the specialities upon which our reputation is firmly founded, yet are remarkably low in price.

Approved Name	Berk Brand Name		Presentation
Quinidine sulphate tablets BP	AURIQUIN* tablets	200 mg 300 mg	Containers of 100 & 500 Containers of 100 & 500
Bendrofluazide tablets BP	BERKOZIDE® tablets	2.5 mg 5 mg	Containers of 100 & 1000 Containers of 100 & 1000
Imipramine tablets BP	BERKOMINE® tablets	10 mg 25 mg	Containers of 250 & 1000 Containers of 200 & 1000
Nitrofurantoin tablets BP	BERKFURIN® tablets	50 mg 100 mg	Containers of 100 & 1000 Containers of 100 & 1000
Oxytetracycline tablets BP	BERKMYCEN® tablets	250 mg	Containers of 100 & 1000
	" capsules	250 mg	Containers of 100 & 1000
Erythromycin tablets BP	ERYCEN* tablets	250 mg	Containers of 100 & 500
Phenylbutazone tablets BP	FLEXAZONE® tablets	100 mg 200 mg	Containers of 250 & 1000 Containers of 250
Tetracycline tablets BP	TETRACHEL* tablets	250 mg	Containers of 100 & 1000
Tetracycline mixture BPC	" capsules	250 mg	Containers of 100 & 500
	TETRACHEL* syrup	(125 mg/5 ml)	Containers of 500 ml

Your Berk representative can give you details of extra discounts and bonuses. In terms of quality, efficacy, stability and uniformity, it pays to buy Berk when dispensing against 'open' prescriptions for any of these standard preparations. Order now from your local wholesaler or directly from us.



BERK PHARMACEUTICALS LIMITED GODALMING SURREY ENGLAND

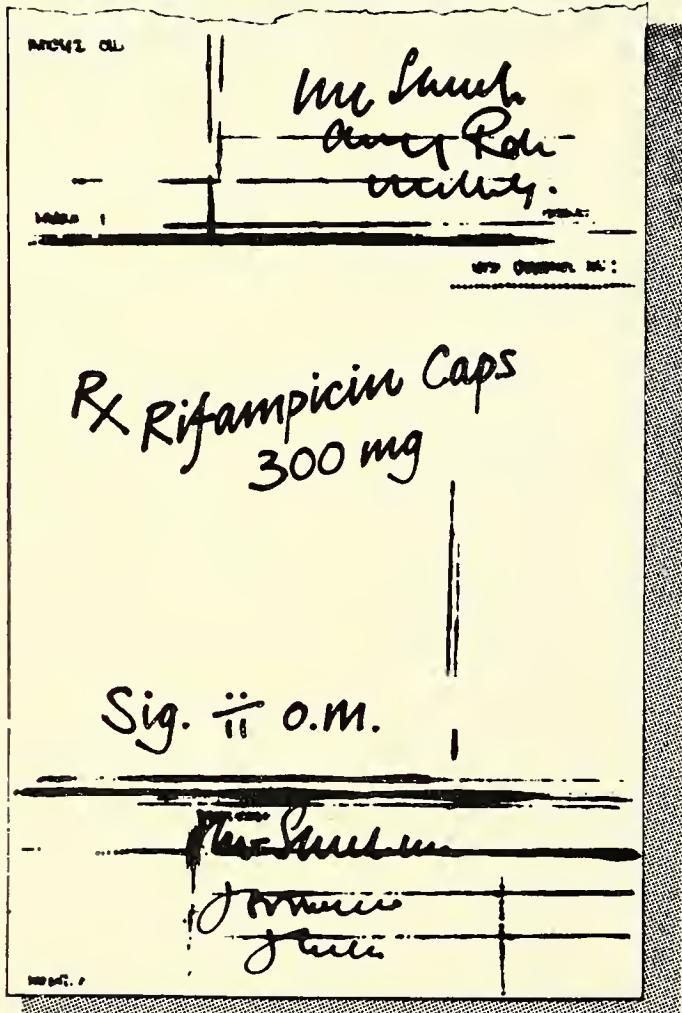
TETRACHEL is marketed in the U.K. under licence from the Pfizer Corporation. British Patent No. 747,779 * Trade Mark © Regd. Trade Mark

J.2825

Confidently dispense

Rimactane®

C I B A



A major advance in TB therapy

'Rimactane' (rifampicin) is an outstanding new anti-tuberculosis agent with remarkable bactericidal activity, combined with excellent tolerability and low toxicity.

It has proved particularly valuable in the management of 'resistant' tuberculosis in combination with 'Myambutol'.

- * Extremely potent, orally active
- * Readily accepted and exceptionally well tolerated
- * Bactericidal — rapid sputum conversion
- * No cross-resistance with other antibiotics
- * Simple once-daily dosage

Adults: A single daily dose in the region of 10mg/kg bodyweight. The majority will thus require 450mg to 600mg daily.

Children: A single daily dose of up to 20mg/kg bodyweight (not more than 600mg daily).

Much of the basic research into the microbiology, experimental chemotherapy and metabolism of Rimactane and subsequent international trials were carried out by CIBA.

150mg and 300mg capsules in 25's and 100's
Detailed information available on request.

CIBA Laboratories Limited, Horsham, Sussex.

COMMENT COMMENT COMMENT COMMENT COMMENT

For employers and employees

Most employers will have taken the wise precaution of insuring themselves against a liability for compensating employees who are injured in the course of their work. Until now, such insurance has been a voluntary act. However, under the Employers' Liability (Compulsory Insurance) Act 1969 (HM Stationery Office, ninepence), nearly all employers will be required to insure against their liability for injuries sustained by their employees and also to cover any disease which their employees might contract during their employment.

The Act begins by saying that every employer in the United Kingdom (except Northern Ireland) must take out the appropriate insurance, and then provides exemptions where the employees are close relatives such as a husband, wife, brother, sister, a parent or even stepchildren or stepbrothers or stepsisters.

The nationalised industries and local authorities are also exempt.

In a sense the law virtually forces employers to safeguard themselves if they have not already done so.

So far as the employee is concerned, he or she is protected since a claim against an employer may run into several thousands of pounds, and unless there is insurance, he might not be able to meet the heavy debt. That in itself might force the employer into liquidation (as has occurred) and leave the employee with no compensation.

It should be stressed that not every injury, or disease, that an employee might suffer gives rise to a claim for compensation. First, the injury or disease must arise out of and in the course of employment. If a worker receives injury through skylarking or disobeying instructions or when he is off on some venture on his own, then no liability falls on the employer.

Liability only in cases of negligence

It is only when an employer can be said to be negligent that liability arises. Such negligence can come about through failure to provide safe equipment, through not keeping his premises in a safe condition — or through having an unsafe system of work.

That has always been the legal position and the new law does not change it in any way. What it does do, is to make sure that an employer insures against his liability by making such insurance compulsory.

Regulations will be made by the Government under the new Act laying down the extent to which the employer shall take out insurance and make certain that it is taken out with an authorised insurance company.

There will be provisions for a certificate to be obtained to say that the Act has been complied with and the certificate will have to be displayed in the premises where employees can see it. If a certificate is not displayed, as required, fines of up to £50 can be imposed. If the employer has failed to take out insurance at all, the fines can go up to £200.

As well as fining the employer, the law will also be able to impose similar penalties on any manager or executive

whose neglect has caused the company to fail to comply with the law.

The Act has now passed through all of its stages in Parliament and has been given the Royal Assent. It is, therefore, now part of the law of the land. It will, however, only start to operate on a date to be ordered by the Secretary of State for Employment and Productivity.

In the meantime, quite apart from any legal requirement, employers should check their insurance cover to see that the kind of liability described above, is, in fact, covered.

Complications of drug security

The safeguarding of drugs in pharmacies against pilferage is undoubtedly a professional responsibility with which pharmacists are having to become increasingly concerned. Many have already taken steps to discuss their problem with crime prevention officers of the local police force in order to ensure the safety of their premises and stocks. Unfortunately there are still reports of premises being unlawfully entered and drugs stolen.

It is recognised that almost all security devices can be nullified by really determined thieves and regrettably drugs have become an increasingly interesting item of underworld commerce.

Pharmacists have at least two approaches to the problem, both of which may themselves cause more difficulties.

Increasing the security of premises can make it more difficult to carry out normal day-to-day work in the dispensary. The special fee granted for the dispensing of Dangerous Drug prescriptions is a recognition in some degree of the extra work involved.

The other approach involves limiting stocks so as to ensure that an "invasion" is not worth the risk. The second approach requires strict surveillance of stock levels and deliveries in order to avoid the cardinal sin—from the patient's viewpoint—of being out of stock.

However, that approach can also cause financial headaches. The system of reimbursing chemists under the NHS service is based on pack sizes, compelling the pharmacist to purchase in those sizes if he is to be sure of being reimbursed. Sometimes the Drug Tariff pack sizes are larger than those which the circumspect pharmacist, thinking principally of security, would purchase. We therefore share the "satisfaction" noted by the Pharmaceutical Society's Council that the Department of Health is to accept three weeks' stock turnover for pricing purposes in respect of preparations covered by the Drugs (Prevention of Misuse) Act (see p 518).

Nevertheless, a conflict arises that is difficult to solve, especially when, like all others concerned in the distributive industry, the pharmacist is affected by reduced profit margins and increasing costs. But he is still not entirely free to make the decisions as the Departments of Health are not the only sectors applying pressure. The public also have an interest and they can make their attitude known and respected. It seems to us that they are likely to have a yet larger say in this problem.

Training and information on equipment criticised at Interphex

Lack of suitable training for maintenance staff, and failure of users of machinery to feed back information on faults to the makers, were two of the main points to come out of a conference organised by the Association of the British Pharmaceutical Industry on December 9. Doubt was also cast on the industry's ability to cater for original-pack dispensing at present.

The conference, which opened the ABPI's "Forward into the 70's" session at Interphex, was discussing an investigation into the efficiency of machinery available to the industry and its possible influence on future purchasing requirements.

The investigation, which took 18 months to complete, was in the form of a survey and questionnaire among 46 companies. It showed that the industry relies heavily on semi-automatic operations involving equipment of reasonably simple design having a longer life than the automatic, high-speed types. The pharmaceutical industry was said to be unable to provide the home market needed to develop the particular equipment suited to its type of operation—that is, having facilities for easy change, quick cleaning, etc, required for relatively short runs.

Industry must assist development

The report on the investigation suggests that British equipment manufacturers should be made aware of the design features required by the pharmaceutical industry—but adds that the industry must be willing to assist in development and to expend the necessary capital.

Unexpectedly, the survey showed that the industry is fairly satisfied with equipment, the main sources of complaint being price, unreliable delivery, poor after-sales service, lack of training facilities and unwillingness to modify standard equipment.

A striking difference was noted between UK-based companies and US-based ones in the way they ordered their equipment.

The British companies were found to have placed half their orders with overseas firms, whereas the US companies placed only a fifth overseas. The interpretation was that the US tendency was to order specific equipment designed for their own purposes. They also insisted on strict supervision and control of the equipment's manufacture—which could only be achieved in the UK.

Asked to anticipate future trends in dosage form, the industry went for single doses in particular, complemented by a trend towards the use of foil and plastics in strip packs and blister packs. Most companies also expected an increase in the use of plastics for all types of inner containers and in particular a replacement of glass by plastics.

In the conclusions to the report it is stated that there are areas of production where individual companies could discuss an acceptable degree of standardisation

in certain types of packaging, and that pharmaceutical cleanliness and environmental control are becoming of increasing importance.

Discussion of the report was led by Mr L. N. A. Flockhart (Smith, Kline & French Laboratories Ltd) who hoped equipment suppliers would make use of "this free piece of market research." He was disappointed that the morning's audience—well over 100—included no more than two or three suppliers' representatives.

Mr Flockhart was also unhappy that there seemed to be no equipment standard that could be held up as something to aim at—as there was with computers for example. He felt he was already abreast of pharmaceutical technology.

In particular, the speaker hoped suppliers would be able to offer machinery suitable for the type of packaging that would come with the introduction of original pack dispensing.

The same topic was to come up again and again during the discussion. The chairman, Mr F. G. Rundall, Burroughs Wellcome & Co, said that in his own company only 25 per cent of tablets were at present packed in 100's or less. Original-pack dispensing would quadruple the number of packs issued. Mr Flockhart added that the standard of equipment today was probably not high enough for original-pack dispensing to be introduced.

Other speakers referred to the difficulty of finding equipment that would count both small and large quantities of tablets with sufficient accuracy. As an alternative, it was suggested that pharmacists might be provided with "rolls" of strip-packaged tablets from which to dispense.

High-speed plant in use overseas

An equipment manufacturer indicated that plant was available on the Continent for high speed filling—Carlo Erba in Italy had a machine handling 240 containers a minute.

The same contributor stressed the usefulness of service contracts in overcoming breakdown problems. He believed that in Britain there was a lack of feed-back to the manufacturer about faults and modifications handled by the user's own engineering departments. Yet from the United States, equipment manufacturers learned of every nut that came off, right through the machine's life. Some of the troubles encountered could be traced back to insufficient thought being given to the specification laid down for the machine.

Difficulty of getting staff skilled enough

to go "trouble-shooting" for faults while still being willing to undertake routine maintenance led to a discussion on training courses.

It was suggested that existing courses were concerned too much with the manufacture of the machine and not enough with its performance in use. One speaker proposed the setting up of a national diploma for maintenance technicians, but another pointed out the difficulties already experienced in trying to establish courses for process workers.

When the equipment manufacturer said that it was possible to get fitters, "if you pay for them," several speakers indicated that "aptitude" for diagnosing faults was more important than the money offered. "When you find someone with flare you hang on to him."

The chairman finally said that the possibility of carrying out a survey of fitter training would be looked into with a view to preparing staff capable of diagnosing faults and "tuning" machines.

Mr Flockhart suggested that perhaps too little had been paid for equipment in the past—capital costs were visible, but problems developing later produced hidden costs. Most companies might be prepared to pay more for a guarantee of performance.

Before closing the session, the chairman asked for views about the future. There was no reaction from the industry's representatives, but a spokesman for the Electricity Council suggested that as stated in "Medicine in the 1990's," published by the Office of Health Economics, on-line computers were coming. That was something towards which the industry could work now.

Bright future for production management

A new era for pharmaceutical production management was forecast for the 1970's by Mr K. A. Lees, Glaxo Laboratories Ltd, in the second session of the ABPI's Interphex conference.

He made that prediction after giving examples to show why specifications of process, machine and minute details of formulation must in future be regarded as inviolate. Mr Lees was looking at advances in pharmaceutical technology from a manager's point of view and suggested that there were three over-riding factors: increasing size of companies, increasing sophistication and legislation.

One aspect of increasing size of companies was reflected in equipment. Glaxo had designed and produced some of its own plant—for powder filling, for example—which was capable of operating at higher speeds than anything available commercially. The speaker believed that more manufacturers would do the same in future in order to have confidence in the quality of the product.

Savings would also come from larger batches and formulations would have to be adjusted to make full use of the higher filling speeds attainable. In-process quality

Corrections and additions to
December Quarterly Price List**WEEKLY PRICE CHANGES AND NEW PRODUCT ADDITIONS**

Trade prices are given per dozen. Bold upright figures (2 9) in the retail column indicate the price is subject to retail price maintenance. Italic figures (2 9) is manufacturers recommended price. Light upright figures (2 9) is a suggested guide.

A=Price Advanced. R=Price Reduced. ●=New entry. D=Delete. C=Correction. /=Insert.

	Trade	Tax	Retail		Trade	Tax	Retail		Trade	Tax	Retail
Achromycin (746 Lederle) T5 ointment 3% 25g 3 0ea — 4 6 D	P2/1 — — — 18 3	P2/4 — — — 14 6	P2/5 — — — 14 6	Co-caps (275 Co-C) methyldopa 250mg 100 34 0ea — — —							
1/2oz & 1oz — — — D	P2/6 — — — 49 6	P2/7 — — — 82 6	P2/8 — — — 74 9	imipramine 25mg 1/4B 250 42 0ea — — —							
Agricare (969 Pfizer) existing entry	P2/10 — — — 81 6	P2/12 — — — 82 6	Coloplast (1364 HM5) colostomy bags	8x5 10 5 4ea — — —							
Agricidin 1/2 gal 39 7ea — 49 1 D	Aureomycin (746 Lederle) T5 ointment 3% 25g 3 0ea — 4 6 D	8x5 1/2 10 6 6ea — — —									
2 1/2 gal 190 9ea — 236 3	1/2oz & 1oz — — — D	10x6 1/2 10 9 6ea — — —									
Agrilens aerosol 6oz 9 5ea — 12 6	Bandbox (67 Ashe) brilliantine 2oz D	12x4 10 6 6ea — — —									
Agrimark aerosol 6oz 7 6ea — 10 0	shampoo almond oil 1oz & 3oz D	12x5 10 7 6ea — — —									
Agrimin bullets cattle 10 72 3ea — 85 0	wave set small D	extra range	8x5 10 9 0ea — — —								
sheep 20 59 6ea — 70 0	Beedi Bands (1369 RMC) hair decoration I	8x5 1/2 10 10 0ea — — —									
Dexavin 100ml 56 0ea — 84 0	medium — — — 3 11	10x6 1/2 10 13 0ea — — —									
Paslam 50ml 7 0ea — 10 6	large — — — 4 6	Coltapaste (1155 5 & N) zinc and coal tar bandage 3 1/2 x 6yd 37 0 — 4 4									
pig and poultry wormer sachet 48 81 10ea — 106 0	stretch Alice band 3-row — 9 11	Coopers (293 FC)	37 0 — 4 4 D								
Sevlam 100ml 20 0ea — 30 0	5-row — 16 11	Coopers (200 B & P) diabetic products									
Sevlam P 100ml 34 0ea — 51 0	Bemax (103 Beecham)	dessert fruit tins 8oz 22 4 — 2 4									
Albucid (187 B5) 1/4B eye drops 10% 10ml 48 0 — 6 0	10oz 35 11 — 3 9	19oz 48 0 — 5 0									
20% 10ml 49 0 — 6 2	20oz 33 2 — 6 11	jellies 7oz 29 7 — 3 1									
30% 10ml 52 0 — 6 6	Bethanid (218 Calmic) capsules 100 13 4ea — 20 0	marmalades 7oz 26 5 — 2 9									
old packs — — — D	B.F.I. (837 M5D) powder 15g 34 0 12 0 5 3 D	15oz 45 7 — 4 9									
Aldis (1027 Rank) cine cameras 815 — — — 1/99 0	1/2oz — — — D	preserves 7oz 29 7 — 3 1									
816 — — — 1/99 0	Bio (1400 PBI) baby bio 2oz 1 2ea — 1 9	15oz 51 2 — 5 4									
slide projectors Trulite 180 with 10cm lens — — — 413 9	plant food 16oz 3 0ea — 4 6	Correcto (1333 WL) tablets 25 25 6 9 4 3 9									
2000 semi-auto with 8.5cm lens — — — 550 0	1qt 6 4ea — 9 6	Cortacream (1155 5 & N) T5 bandage 3 1/2 x 1yd 85 1 — 9 11									
10cm lens — — — 600 0	1gal 19 0ea — 28 6	3 1/2 x 2yd 103 11 — 12 1 D									
2000 automatic with 10cm lens — — — 833 0	5gal — — — D	Crolax (324 Crookes) Curicones (67 Ashe)									
2000 auto de luxe with 10cm lens — — — 953 0	Bisks (1530 Fisons) chocolate biscuits 17 3 3 10 2 2	Cussons (338 Cussons) cold cream soap 2518 10 7 3 9 1/5									
Mini with 5cm lens — — — 520 11	Boltac (1400 PBI) medium 2 4ea — 3 6	toilet 2400 16 11 6 0 2/3									
8.5cm lens — — — 479 6	small — — — D	bath 10 7 3 9 1/5									
slide projector Q.L.12 — — — 499 6	Breze (607 Hilston) sheep wash 1gal 13 6ea — 18 0	Imperial Leather soap toilet 16 11 6 0 2/3									
electronic flash gun — — — 199 0	5gal 52 6ea — 70 0	bath 24 5 8 8 1/3 3 3									
Trulite 300 — — — D	golden 1gal 18 0ea — 24 0	giant — — —									
Q. 1-50 — — — D	5gal 71 3ea — 95 0	Daisy (430 Eucryl) powders all sizes tablets 130 size D									
1000 semi auto — — — D	Brocillin (1393 BRL) T5 capsules 250mg — — —	Dalacin C (1263 Upjohn) Ts capsules 75mg 16 15 0ea — — —									
Allay (430 Eucryl) — — — D	Brontussin (1097 Sandersons) cough suppressant 3oz 33 0 — 4 0	100 90 0ea — — —									
Altilev (1176 Squibb) 1/4B tablets 10mg 100 10 8ea — 16 0	6oz 57 0 — 7 0	500 444 6ea — — —									
500 47 0ea — 70 6	Buttercup (430 Eucryl) syrup 29 10 10 11 4 3	150mg 16 28 0ea — — —									
25mg 100 21 4ea — 32 0	40 0 14 8 5 9	100 168 0ea — — —									
500 94 0ea — 141 0	Cantil (824 MCP) tablets with phenobarbitone 1/2 50 19 10ea 7 3ea 37 0	500 830 0ea — — —									
Amplex (67 Ashe) tablets clinical 1000 — — — D	Cardinelli (226 CBP) eyelashes sub spiky underlashes 68 0 37 3 12 0	Delfoam (607 Hilston) cattle soap 10lb 13 0ea — 19 6									
Anadin (655 ICC) tablets 8 9 5 3 6 1 4	Ceporex (518 Glaxo) T5 capsules 250mg 20 75 0ea — 112 6	1/2cwt 56 8ea — 85 0									
Ananase (1080 Rorer) tablets 500 240 0ea 88 0ea —	500mg 20 147 6ea — 221 3	Delta-Cortelan (518 Glaxo) tablets 1mg — — — D									
(distributors 324 Crookes)	Cheroline (1329 White) cough linctus 20 0 7 4 3 0	Detclo (746 Lederle) TS tablets 300mg 100 43 0ea — 64 6									
tablets 500 240 0ea 88 0ea —	Chloresium (67 Ashe) ointment 1oz — — — D	Dextrosol (200 B & P) tablets double 55 2 (3doz) — 111									
Andrews (976 P5 & T) liver salt 8oz 39 8 13 3 5 3	Chloromycetin (938 PD) TS palmitate suspension 100ml 10 6ea — 15 9	Dibistin (262 CIBA) cream 30g 1oz 28 0 — 3 6 D									
diabetic 8oz 41 8 14 0 5 7	60ml — — — D	Draza (96 BC) slug killer 32 0 — 4 0									
Anodesyn (137 Boots) suppositories 12 28 0 — 3 6	Clinitetrin (518 Glaxo) T5 tablets 100 30 0 — 45 0	Dr. Best (62 A & C) toothbrushes bristle — — — 5 0									
72 11 8ea — 17 6	Clique (67 Ashe) perfume D	fibres — — — 4 3									
Arbrex (1400 PBI) pruning compound 1pt 3 4ea — 5 0		dental — — — 6 0									
Astral (509 Gibbs) cream family 43 5 23 11 7 0		Elastocrepe (1155 5 & N) cotton crepe bandage 2 1/2 x 5yd stretched 3025 30 7 — 3 7									
hp. 99 3 54 7 16 0		3 x 5yd 3003 36 8 — 4 3									
Atlas (1233 Thorn) photographic lamps PI/1 — — — 2 6		4 x 5yd 3004 47 10 — 5 7									
PI/2 — — — 6 3											
PI/6 — — — 11 9											
PI/8 — — — 64 10											
PI/9 — — — 49 6											
PI/11 — — — 74 9											
PI/12 — — — 58 0											
PI/13 — — — 41 9											
PI/15 — — — 66 0											

the most versatile digitalis glycoside

LANOXIN brand **DIGOXIN**TABLETS • SOLUTION • INJECTION • PÆDIATRIC ELIXIR
BURROUGHS WELLCOME & CO. (The Wellcome Foundation Ltd.) DARTFORD, KENT.

	Trade	Tax	Retail
Elastoplast (1155 S & N) airstrip	16 3	—	1 11
7920	25 5	—	3 0
7921	36 8	—	4 4
wallet	10 7	—	1 3
dressing strips	22 7	—	2 8
1½ x 1yd	31 0	—	3 8
2½ x 1yd	36 0	—	4 3
3 x 1yd	4003	—	
first aid dressings	16 3	—	1 11
4120	25 5	—	3 0
4121	36 8	—	4 4
wallet	10 7	—	1 3
4150	25 5	—	3 0
invisible	8121	—	
ventilated/washable	9120	16 3	1 11
9121	25 5	—	3 0
waterproof	7120	16 3	1 11
7121	25 5	—	3 0
first aid strip	4165	5 8	—
plaster BPC	1in x 1yd	12 11	1 6
2in x 1yd	1212	19 4	2 3
1in x 3yd	1001	25 9	3 0
plastic strapping	water proof	—	
1in x 1yd	7011	10 0	1 2
1in x 3yd	7001	17 3	2 0
2in x 3yd	7002	25 9	3 0
Elastoweb (1155 S & N)	stretched 3 x 6/7yd	—	
3603	139 8	—	16 4
Elation (385 DG)	roulette perfume	56 0	31 0
Endevac BT (696 Pfizer)	vaccine (vet.)	50ml	—
250ml	247 4ea	—	61 10
Endrine (1352 Wyeth)	refill	100ml	54 0
3oz	20 0	—	7 8
Energol (67 Ashe)	—	—	D
Erythroped (2 Abbott) TS	pro. infans. granules	for suspension to make	100ml
7 0ea	—	—	10 6
Estrovia (1310 WW) ts4B	tablets	2	135 0
tablets	—	—	20 3
Ethobral (1352 Wyeth)	tablets	100	7 9ea
20 & 250	—	—	D
Ethyl chloride (115 Bengue)	existing entry	—	D
Ethyl chloride (115 Bengue)	local refill	30ml	74 0
51 0	—	—	8 3
50ml	79 0	—	5 8
refill	56 0	—	8 10
100ml	120 0	—	6 3
refill	97 0	—	13 5
general	50ml	79 0	10 10
refill	56 0	—	8 10
100ml	120 0	—	6 3
refill	97 0	—	13 5
Euvitol (34 A & H)	tablets	250	—
elixir	21	—	D
Eve Taylor (1214 ETBP)	body balm	4oz	—
8oz	—	—	17 6
12oz	—	—	28 0
cucumber cleansing lotion	4oz	—	35 0
8oz	—	—	19 6
skin freshener	4oz	—	32 6
8oz	—	—	19 6
facial cleansing brush	—	—	32 6
facial wash	4oz	—	9 9
8oz	—	—	15 0
morning mask	12oz	—	25 0
2oz	—	—	30 0
skin tonic	4oz	—	23 0
8oz	—	—	40 0
Eylure (443 Eylure)	eyelashes existing entry	—	D
eyelashes	spiky, spiky wings	103 6	56 11
natural daytime, mini lash	91 2	50 4	17 11
medium close, natural fur	91 2	50 4	20 0
ready trimmed close, coquette, classic sweep, almond eye, standard close	103 6	56 11	20 0
ready trimmed sable, sable tone, double outer fringe, sophisticated mannequin	103 6	56 11	23 0
ready trimmed sable style	115 0	63 3	23 0
heavy AAA, sable style	115 0	63 3	25 7
jewelled natural fur, ready trimmed sable style, sable tone, golden sable, silver-line sable	150 0	82 6	25 7
108 0	2 6	—	28 2

	Trade	Tax	Retail		Trade	Tax	Retail		Trade	Tax	Retail
Eylure first flutter, underlash, half measures, ups 'n downs, moon-rakers, fluffies, bobby dazzlers	68 0	37 5	12 10	Scandinavian clogs	49 0ea	—	69 11				
brush on make-up set	135 0	74 0	23 6	Anti-static ladies	50 8ea	—	73 6				
face maker kit	135 0	74 0	23 6	Aurora	33 3ea	—	49 11				
Folle (385 DG) roulette perfume	56 0	31 0	9 11	Brigita	42 0ea	—	63 0				
Gala (876 MP)	Barely There IGB8	54 4	29 11	Georgina	42 0ea	—	63 0				
Colour Up IGD8	97 7	53 8	17 6	Kinder	32 4ea	—	48 6				
eyebrow pencil king size	IGE8	21 6	11 10	Kristina II	43 2ea	5 8ea	69 11				
Face Up IGD6	97 7	53 8	17 6	Radi ladies	40 6ea	—	59 11				
nail colour	"Little Gem" IGA1	20 11	11 6	mens	42 0ea	—	63 0				
remover IGB7	28 0	15 5	5 0	Sven ladies & mens	2 7	33 3ea	—	49 11			
Shape Up IGD7	97 7	53 8	17 6	8 12	36 4ea	—	54 6				
Shine Up IGD9	97 7	53 8	17 6	clogettes Petri ladies	37 0ea	4 10ea	59 11				
talcum shaker IGD7	35 0	19 3	6 3	Pointometre shoe measure	24 0ea	—	—				
toning lotion IG48	51 4	28 3	9 0	Harlene (409 EH) hair conditioner	—	D					
cuticle cream	—	—	—	Haynon (1089 RPD)†	—	D					
cuticle remover	—	—	—	Hexyl-Plus (1400 PBI)	6oz	2 8ea	—	4 0			
duo shapers	—	—	—	10oz	4 0ea	—	6 0				
face makers	—	—	—	Hilston (607 Hilston) veterinary products	antiseptic balsam	1pt	60 0	22 0	9 4	1	
liquid shadow & brush	—	—	—	1gal	160 0	58 0	24 10				
maxima cleanser creme	—	—	—	5gal	320 0	106 0	49 7				
trio	—	—	—	Carzine aerosol	72 0	26 0	11 2				
nail treatment	—	—	—	fluke and worm drench	1pt	72 0	27 0	11 3			
liquid velvet	—	—	—	1gal	192 0	70 0	29 10				
velvet finisher	—	—	—	5gal	320 0	118 0	49 10				
velvet highlighter	—	—	—	foot rot ointment tin	36 0	13 0	5 7				
velvet shapers	—	—	—	jar	54 0	20 0	8 5				
velvet bloom IGOI	—	—	—	Lanark ointment	42 0	15 0	6 6				
nail colour gold standard	—	—	—	Lestoil	240 0	88 0	37 4				
"Big Gem"	—	—	—	louse powder	116 0	—	14 6				
remover IG26	—	—	—	Moorland fly dip	28 0	—	3 6				
natural bloom	—	—	—	1gal	63 4ea	—	95 0				
Genasprin (1530 Fisons)	tablets	500	—	2gal	240 0ea	—	360 0				
Git-Sticks (67 Ashe)	—	—	—	skin lotion (dog)	28 0	10 3	4 4				
Golden Babe (761 Lilia-White)	disposable nappy liners	—	—	sulphadimidine solution 33 1/2% ts4B	100ml	48 0	—	6 0			
Guerlain (548 Guerlain)	eye shadow stick refill	—	—	500ml	16 8ea	—	25 0				
rouge compact	—	—	—	2000ml	56 8ea	—	85 0				
for men	Habit Rouge after shave travel flask	—	—	suspension ts4B 4oz	42 0	—	5 3				
	deodorant spray	—	—	10oz	100 0	—	12 6				
	eau de Cologne bottle	—	—	80oz	53 4ea	—	80 0				
	travel spray	—	—	tablets 5g ts4B	10 84 0	—	10 6				
	dry spray	—	—	50 336 0	—	42 0					
	travel flacon 3½oz	—	—	sulphanilamide powder ts4B	1lb	126 0	—	14 0			
	7oz	—	—	2lb	232 0	—	28 0				
	hair spray	—	—	7lb	67 6ea	—	90 0				
	shave cream lather	—	—	wart cream paint	28 0	—	3 6				
	brushless soap toilet	(3)	—	28 0	—	3 6					
	bath	(3)	—	48 6	—	3 6					
Happy Feet (1383 MFCC) existing entry	—	—	—	Ichthopaste (1155 5 & N)	zinc and ichthammol bandage 3½ x 6yd	37 0	—	4 4			
Happy Feet (1383 MFCC)	exercise sandals	Betty	19 10ea	—	—	—	—				
	Carmen	39 10ea	—	59 11							
	Nature Girl flat	26 4ea	—	33 9							
	mid heel	27 8ea	—	35 6							
	high heel	29 8ea	—	38 0							
	Savanto flat child's adult's	12 7ea	—	18 11							
	raised heel	13 3ea	—	19 11							
	spare straps	17 3ea	—	25 11							
	Tracy	4 7ea	8ea	39 7 6							
	exercise sandallettes Capri child's, ladies, men's	15 0ea	—	22 6							
	2—5	15 6ea	—	23 6							
	6—8	15 6ea	2 1ea	25 6							
	9—11	16 6ea	2 2ea	26 11							
	Balea ladies	60 0ea	7 10ea	99 11							
	Candy ladies	49 4ea	6 5ea	79 11							
	Elfin child's	23 10ea	—	35 11							
	12—2	26 7ea	—	39 11							
	Iphyll ladies	37 0ea	4 10ea	59 11							
	Isi ladies	60 0ea	7 10ea	99 11							
	Jodelet ladies	34 6ea	4 7ea	55 11							
	Jolie child's	18 6ea	—	27 11							
	ladies	3—5	19 0ea	—	29 11						
	6—8	19 0ea	2 6ea	29 11							
	Ly ladies	43 2ea	5 8ea	69 11							
	Lutgard ladies	43 2ea	5 8ea	69 11							
	Lisma ladies	43 2ea	5 8ea	69 11							
	Melica ladies	34 6ea	4 7ea	55 11							
	Mista mens	54 8ea	7 2ea	89 11							
	Senor II mens	49 4ea	6 5ea	79 11							
	Sol	37 0ea	4 10ea	59 11							
	Susie ladies	49 4ea	6 5ea	79 11							
	Vicky ladies	43 2ea	5 8ea	69 11							

**manufactured from
licensed material**

CO-CAP TETRA
250

Each capsule contains 250 mg Tetracycline H.C.I. BP 24/- per 100 (Basic NHS) **10% Discount** when ordered direct from CO-CAPS 361 Lillie Road London SW6 Telephone 01-370 4664 (reverse charge)

	Trade	Tax	Retail		Trade	Tax	Retail		Trade	Tax	Retail	
Lypsyl (509 Gibbs) lip salve	10 3	5 8	1 7		N4 black, dark sherry, cool white, crystal, mauve shadow	19 1ea	3ea	32 0	Ribena (103 Beecham) blackcurrant drink standard family	32 3	7 2	4 2*
Marmite (152 Bovril)	8oz	50 0	—	5 0	dark shell	20 10ea	3ea	35 0		45 11	10 2	5 9*
	16oz	93 6	—	9 4	N5 black, dark sherry, cool white, crystal	19 1ea	3ea	32 0	* includes 3d for container	—	—	D
salt free				D	dark shell	20 10ea	3ea	35 0				
Mary Quant (876 MP)					N6 black, dark sherry, cool white, crystal, mauve shadow	19 1ea	3ea	32 0	Robaxin (1071 Robins) †S4B tablets	500 mg packs of 100 and 500		D
beach swinger	504 0	277 2	90 0	I	dark shell	20 10ea	3ea	35 0	solution	24ml	32 0	3 6
eye liner brush	31 8	11 7	5 0		N7 clip-ons	14 10ea	3ea	25 0	tablets	100	14 0	1 6
eye shadow brush	47 6	17 5	7 6		N8 metal framed rim-less	20 10ea	3ea	35 0		200	25 0	2 9
lash adhesive	27 7	15 2	4 11		N9 metal framed with rim	20 3ea	3ea	34 0		500	59 0	6 6
eye brush	—	—	—	D								
face brush	—	—	—	D	Nystan (1176 Squibb) TS twin pack	26 6ea	—	39 9	Schick (1115 SI) electric shavers			
lipstick titch	—	—	—	D	Oculovis (607 Hilston) (vet.)	22 0	8 0	3 5	Cordless	220E	203 11ea	72 11ea 344 10
Mason Pearson (807 MPB) existing entry				D	Old Spice (1131 Shulton) Burley body shampoo	4101	91 9	32 10	Custom	209V	84 8ea	30 3ea 143 2
Mason Pearson (807 MPB)					4101	—	—	I	Lady Schick	107E	87 7ea	31 4ea 148 1
ladies hairbrushes					hairdressing aerosol	4172	63 6	34 1	Super 3-speed	233V	152 11ea	54 8ea 258 7
pocket nylon	9 0ea	3 3ea	16 9		smooth shave	3154	61 6	22 0				
bristle	16 2ea	5 11ea	30 6									
bristle & nylon	14 7ea	5 4ea	27 3									
handy nylon	13 7ea	5 0ea	25 6									
bristle extra	37 6ea	13 9ea	70 0									
bristle & nylon	20 8ea	7 7ea	38 7									
medium nylon gentle	16 2ea	5 11ea	30 6									
nylon (universal)	17 10ea	6 7ea	33 6									
bristle extra	51 6ea	18 11ea	96 3									
bristle & nylon (junior)	24 10ea	9 1ea	46 6									
large bristle extra	57 4ea	21 0ea	107 0									
bristle & nylon (popular)	32 4ea	11 10ea	60 10									
mens military hairbrushes												
medium nylon (universal)	17 10ea	6 7ea	33 6									
bristle extra	51 6ea	18 11ea	96 3									
bristle & nylon (junior)	24 10ea	9 1ea	46 6									
large bristle extra	57 4ea	21 0ea	107 0									
bristle & nylon (popular)	32 4ea	11 10ea	60 10									
brushcases leather single												
double	20 0ea	7 4ea	37 6									
Maws (810 Maw)												
Tuftly pants	24 6	—	2 11									
Medihaler-duo (1061 Riker) †S4B												
400 dose	17 0ea	—	25 6									
Medisoap (436 Evans)												
basic	16 8	6 1	2 9									
hexachlorophane	14 2	5 2	2 3									
Mel Rose (1069 R & SL)												
skin tablet	10 5	3 10	1 9									
old pack	—	—	—	D								
Mickies (67 Ashe)												
Mil-Par (976 PS & T)												
	4oz	22 7	7 6	3 0	Ozette (761 Lilia-White) hankies	16 4	1	7	1 6			
	8oz	39 5	13 0	5 3		40 10 0	1 5	1 4				
	16oz	60 1	19 10	8 0	Ozo (761 Lilia-White) 2-ply toilet roll double	21 2	—	2 5				
Miners (876 MP) eyelashes "Fakes"					Pabyrn (930 P & B) dexamethasone snuff TS capsules 0.5 mg	10 6	4ea	—	Shloer (103 Beecham) liquid apples 5oz	20 2	4 6	1 8*
3G3I	39 2	21 6½	6 9	I	10 14	6 6ea	—	(2 doz)				
lipstick "Sunlovers"	3J86	13 8	7 6	2 4	outfit	20 9	10ea	—	19 1oz	31 9	7 0	4 3*
swivel	3J87	22 10	12 7	3 11								
make-up stick	3G74	27 7	15 2	4 9	Passiorine (115 Bengue) 500ml	144 0	52 9	—	* Includes 3d for container			
make-up stick	3J05	—	—	D	16oz	—	—	D				
powder shadow frosted	—	—	—	D	Perifenil (1310 WW) Permco (607 Hilston) repellent (vet.)	60 0	22 0	8 6	Sleek (1155 5 & N) plastic strapping			
stick shadow frosted	—	—	—	D		20 14	70 0	27 2	1in x 2½yd	SK12X	14 0	—
Monogram (85 ME)						20 9	10ea	—	1in x 5yd	SK15	23 1	—
Monogram (1501 DA)									2in x 5yd	SK25	37 10	—
Nicodent (1097 Sandersons)									3in x 5yd	SK35	50 5	—
liquid	20 0	7 4	3 0		Phenalac (607 Hilston) (vét.)	192 0	70 0	22 6	Slug Gard (1400 PBI) slug killer	32 0	—	4 0
Noxzema (690 Keldon)						12 15	0ea	—	Sniff (898 Northern) smelling bottle	10 0	3 8	1 6
tube	24 7	13 2	4 2		Platts (1507 Paton) footpaste	19 3	6 11	3 0	Soilicide (1400 PBI)	No. 1	1 4ea	2 0
jar	37 10	20 3	6 5		large old pack	—	—	No. 2	2 8ea	—	4 0	
instant shave	51 8	18 6	8 0		Ponds (256 CPL) dusting powder Dream flower	58 6	32 2	9 6	Soothadent (810 Maw) teething liquid 10cc	28 0	—	3 6
liquid skin cream	bottle	37 10	20 3	6 5					Spaneph (1153 SKF) †SI Spansules	30 136 0	—	17 0
N.P.U. (903 NPU) Northern area only									250 88 6ea	—	132 9	
lip salve	17 6	9 7	1 6		Quaalude (1080 Rorer) †S4B (distributors 324 Crookes)	100 20	194 0ea	—	Sparklets (183 BOC) spare parts			
Nu-Cot (903 NPU) existing entry					1000 194	10ea	—	body (Hostmaster)	32 0ea	4 5ea	48 0	
Nu-Cot (903 NPU)					Quest (761 Lilia-White) toilet rolls	5 8	—		Spic Span (761 Lilia-White) kitchen towels	32 9	4 6	4 2
wool	small	8 6	1 0	D					Spot (1400 PBI) weed killer			D
large	29 8	—	3 6	D	Quinalspan (972 Pharmax)				Strepolene (607 Hilston) (vet.)	36 0	13 0	5 7
Nucta (1192 SGD)					Quosh (103 Beecham) orange and lemon lime	24 29	8 11	3 6*		204 0	75 0	31 9
Nu-Look (903 NPU)						35 11	6 7	4 0*	Sulphetrone (208 BW)			
sunglasses									Sunsilk (509 Gibbs) shampoo sachet	6 3	2 4	11
N1 black, dark sherry	21 5ea	3ea	36 0						Sure (509 Gibbs) existing entry			D
dark shell	23 10ea	3ea	40 0						Sure (509 Gibbs) deodorants			
N2 black, dark sherry	19 1ea	3ea	32 0						aerosol mist	34 9	19 1	5 6
dark shell	20 10ea	3ea	35 0						aerosol powder	42 2	23 2	6 7
N3 black, dark sherry, cool white, light shell	19 1ea	3ea	32 0						anti-perspirant aerosol	50 2	27 7	7 11
dark shell	20 10ea	3ea	35 0						roll-on spray	33 2	18 3	5 3
										27 7	15 2	4 4
									Syntometrine (1098 Sandoz) †S4B ampoules 1ml	100 57	6ea	—

	Trade	Tax	Retail
Teasdale's (898 Northern)† adult cough linctus	31 0	11 4	4 6
Terramycin (969 Pfizer) vaginal tablets 100mg	10	5 6ea	— 8 3
animal formulas § antibiotic feed supplement			
T.M.5. 50lb 90 Oea	—	—	108 0
75lb —	—	—	D
T.M.10 50lb 150 Oea	—	—	I
T.M.25 50lb 333 Oea	—	—	I
Supplements 30lb 60 Oea	—	—	72 0
Tetracyc-SF (969 Pfizer) TS capsules	100	42 Oea	— 63 0
Thera-Blem (690 Keldon) cream	20g	43 7	15 7 6 9
Throates (64 ACL) pastilles menthol & eucalyptus	5 2	1 10	9
Tommee Tippee (1412 Jackel)			
feeding aprons	32 0	—	3 11
feeding bibs	12 0	—	1 6
meal time bib set (3)	48 0	—	5 11
Toprose (1400 PBI) mildew spray	2oz	2 Oea	— 3 0 I
	4oz	3 4ea	— 5 0
Trivax-Ad (208 BW) vaccine diphtheria, tetanus & pertussis (adsorbed)	0.5 ml	3 30 0	— 3 9
	vial	5ml 64 0	— 7 9
Tryptizol (837 MSD) †s4B tablets 50mg	100	36 Oea	— 54 0
Vagadil Alk (1582 Albion)†DDI tablets	20	26 0	10 0 4 1
	dp 100	76 0	— 9 6
	dp 250	15 Oea	— 22 6
Vapex (695 TK) inhalant pastilles	22 0	8 1	3 6
	17 0	6 3	2 9

	Trade	Tax	Retail
Velvas (1400 PBI) lawn sand	ctn	3 0ea	— 4 6
	7lb	4 8ea	— 7 0
	14lb	7 8ea	— 11 6
	56lb	21 4ea	— 32 0
	1cwt	38 4ea	— 57 6
Vermiculite (1400 PBI)			
Virof (152 Bovril) 250g	34 10	—	3 7
	500g	57 10	— 6 0
old packs	—	—	D
Viscopaste (1155 S & N) zinc paste bandage			
3½ x 6yd	37 0	—	4 4
P.B.7 3½ x 6yd	37 0	—	4 4
Weed-a-Lawn (1400 PBI)			D
Wellcome (208 BW) influenza split virus vaccine (inactivated deoxycholate treated bivalent	1ml	10 8ea	— 16 0
	10ml	85 4ea	— 128 0

AMENDMENTS AND ADDITIONS TO KEY TO SUPPLIERS

542 Griffin=David Griffin, Ltd., Holland Way, Blandford, Dorset. 0258-22678.
733 Lastonet=Lastonet Products Ltd., Carn Brea, Redruth, Cornwall. 0209-24141.
1369 RMC=Ravina Marketing Co., Rowan House, 64 Oxford Road, Denham, Uxbridge, Middlesex. Uxbridge 30102.
1501 DA=Dreamland Appliances Ltd., Arkwright Road, Reading, RG2, OLN. 0734-85201.
1505 CD & C=Commercial Drug and Chemical Co Ltd., Photographic Division, Holt House, Flamstead End Road, Cheshunt, Herts. Waltham Cross 27287.
1556 Farillon=Farillon Ltd., Selinas Lane, Dagenham, Essex. 01-592 2596.
1567 Externe=Externe Co., Ltd., The Willows, Railway Road, Downham Market, Norfolk. 0366-33189.

THIS WEEK'S CHANGES

Prices are given in the sequence Trader Price per Doz.: Purchase Tax per Doz.: Retail Price. Bold upright figures (2 9) in the retail price column indicate that the price is subject to resale price maintenance: italic figures (2 9) that it is recommended by the manufacturers: and light upright figures (2 9) that it is "notional" as a guide to the retailer in determining his own retail price.

	Trade	Tax	Retail
10 Day (705 Kirby) slimmer treatment	42 0	15 5	6 7 A
Anadorm (705 Kirby) pile ointment	19 0	6 11	3 0 A
Barbidex (894 Nicholas)			D
Bellair (109 BCL) deodorant "all day"			R
aerosol 80g	23 0	12 8	4 3
spray 75cc	15 3	8 3	2 9
hair spray aerosol 80g	19 0	10 6	3 6
	205g	32 0	17 7
Pink Rose bath cubes	2 7	1 5	6
	talcum	80g 13 6	7 5
Beplete (1352 Wyeth) †s1s4A elixir	150ml	54 0	— 6 0 ●
	4oz	—	— D
Bidormal (34 A & H)			D
Calamep (705 Kirby)			D
Caprosem (747 Leo)			D
Centyl (747 Leo) injection			D
tablets 2.5mg	25	—	— D
tablets 5mg	25	—	— D
tablets with reserpine	—	—	— D
Charco-lax (698 Keswick) tablets	74 0	27 0	12 0 A
	41 0	15 0	6 6 D
Citanest (68 Astra) with adrenaline 1-200,000 1.5% 20ml 5 & 50ml			D
Colofac (1539 Duphar) tablets	50mg	—	— D
Cygnet (705 Kirby) iron and yeast tablets	80	26 0	9 6 4 1 R
	15	26 0	— 3 3 R
Daonil (614 Hoechst) tablets	100	66 Oea	24 2ea 123 2 ●
	500	330 Oea	121 Oea 616 0
Davenol (1352 Wyeth) †s7DDI linctus	150ml	54 0	— 6 0 ●
	4oz	—	— D
D. F. P. (147 Boots) Duodom (705 Kirby)			D
Emko (506 Gerhardt) vaginal foam refill	45g	11 8ea	— 15 6 C
	90g	21 Oea	— 28 6
Endrine (1352 Wyeth)	25ml	21 0	8 0 3 0 ●
	1oz	—	— D
Femetra (774 LR) Finiflume (705 Kirby) anti-smoking tablets	30	30 0	11 0 4 8 R

	Trade	Tax	Retail
Fisherman's Friend (771 LCPL) family linctus 100ml	26 0	9 6	4 1 ●
	old pack	—	— D
Fortodyl (54 Antigen)			D
Histasal (705 Kirby) cream	40g	27 0	9 11 4 2 A
Juvite (698 Keswick) rejuvenating tablets	41 0	15 0	6 9 A
	74 0	27 0	12 0
K285 (147 Boots) glove powder sachet	24 0	—	36 0 ●
	(2 gross)		
Kara-B (705 Kirby)			D
K-Derma (705 Kirby)			D
Keswick's (698 Keswick) catarrh medicine	41 0	15 0	6 9 A
	74 0	27 0	12 0
vegetable charcoal tablets	25 4	9 3	3 9
	41 0	15 0	6 9
	74 0	27 0	12 0
L'Air du Temps (936 PNR) creme parfumee			
spray mousse	16 10ea	9 0ea	35 0 ●
Limmits (1552 UL) custard creams	15 9	—	1 9 1
	23 3	5 11½	3 0 A
Martindale (1495 MEC) smog mask with six spare pads	2 0ea	—	2 8 A
	9ea	—	
Mavala (49 Aneson) (distributors 1545 Vestric)			I
Mediect (615 H & M) †s4B injection	100ml	64 0	— 8 0 A
	500ml	176 0	— 22 0
Medivet (615 H & M) †s4B tablets	20	192 0	— 24 0 A
Nocold (705 Kirby)† tablets	12	20 0	7 4 3 1 A
Oil of Ulay (496 Garsalle) 4oz	96 0	52 9	16 4
	6oz	132 0	72 7 22 6
Pacquin (1552 UL) hand cream	41 11½	23 1	6 7 C
	hand lotion	—	— D
Penicals (Leo) existing entry			D
Penicals (747 Leo) Ts paediatric suspension	100ml	7 0ea	— 9 4
	suspension 333mg	—	
	100ml	13 4ea	— 17 9
	tablets 333mg	42 9ea	— 57 0
Petrolagar (1352 Wyeth) 200ml	28 0	11 0	4 1 ●
	8oz	—	D

	Trade	Tax	Retail
P.H. (576 PH) snuff	14 0	5 2	2 3 A
Phenadene (705 Kirby)† tablets	20	21 0	7 8 3 3 A
Pifco (983 Pifco) hair dryer			
Princess 1060	57	8ea	20 7ea 97 6 C
sun lamp			
Mignon 1022	235	11ea	84 5ea 399 0 A
Sea Jade (1355 Yardley) soap-on-a-rope	60 0	22 0	8 6 D
Sleepwell (705 Kirby) tablets	16	17 0	6 3 2 8 I
Stress (978 PYP) 7lb	30	0 Oea	— 45 0 A
	14lb	50 Oea	— 75 0
T.C.P. (1552 UL) bites and stings			D
Tubelette (491 GB)			D
Tubelette (800 TM)			I
Trimets (1552 UL) choc finger savouries mix	22 6	4 11½	2 11 1
	45 0	—	5 0
Tudor Williams (543 BGL) balsam small	28 0	10 3	4 3
	large	39 11	14 8 6 1
Ulay (496 Garsalle) vitamin night cream	80g	96 0	52 9 16 4
Urokinase (747 Leo) existing entry			D
powder 5000iu vial	195 0	—	260 0
25000iu vial	555 9ea	—	741 0
reference standard vial	15 5ea	—	—
Urolucus (1310 WW) †s4B suspension	300ml	—	15 9 D
	125ml	—	—
Weerfoot (705 Kirby) corn cure	7ml	15 0	5 6 2 4
Winlam (615 H & M) 12	50 0	18 4	7 9 A
Wintogeno (491 GB)			D
Wintogeno (800 TM)			I
Xylocaine (68 Astra) plain ampoules 1% x 2ml	100	37 6ea	—
	15g	4 Oea	—
Yardley (1355 Yardley) soap-on-a-rope	60 0	22 0	8 6 ●

	AMENDMENTS TO KEY TO SUPPLIERS		
543 BGL=Bertram Griffiths Ltd., 195 Richmond Road, Cardiff. 0222-32941.			
1533 Alo=Alo-Cosmetics, Ltd., 184 Great Portland Street, London, W.I. 01-636 2901.			

Stop press

Atkinson & Barker's (88 RB&S)			
Atkinson & Barker's (1418 Strenol) infants preservative	16 2	5 11	2 6 A
Birma Calna (211 Butler) cream	500ml	60 0	7 6
	21	17 6ea	— 26 3
Ce-K-Sal (930 P & B)			D
Hemoplex (930 P & B)			D
Iodex (1153 SKF) plain	25g	24 0	8 9 3 9 ●
	1oz	—	— D
Sweetex (751 LL) dispenser	250	31 6	3 6 ●
Thyrodex (930 P & B)			D
Variderm (930 P & B)			D

C. & D. RETAIL AND DISPENSING PRICE LIST

Monthly List of Changes

Cost		Retail				Cost		Retail					
d.	per	Item	100g or ml	25g or ml	5g or ml	1g or ml	d.	per	Item	100g or ml	25g or ml	5g or ml	1g or ml
180	500ml	Acetum ip ecac., B.P.C. '49...	5 2	1 6	0 4	—	32	25ml	Neh. adrenalin et atropin. co. B.P.C. †...	—	4 0	1 0	—
66	500ml	Acid. hydrochlor. †...	2 1	0 7	0 2	—	39	25ml	Neh. isoprenalin B.P.C. ...	4 11	1 2	—	—
50	500ml	Acid. hydrochlor. dil. †...	1 5	0 5	0 2	—	222	21	Ol. arachis ...	1 7	0 6	—	—
54	25ml	Acid. hydrocyan. dil., B.P.C. '54 †\$1 ...	—	—	1 7	0 5	261	25ml	Ol. bergamot. B.P.C. '49 ...	—	—	7 10	1 11
171	500ml	Acid. lactic. ...	4 11	1 5	0 4	—	53	100ml	Ol. cadinum B.P.C. ...	—	1 11	0 6	0 2
94	500ml	Acid. nitric., B.P.C. † ...	2 8	0 9	0 2	—	66	25ml	Ol. caryophylli ...	—	8 3	2 0	0 6
66	500g	Acid. oxalic. coml. † ...	1 11	0 7	0 2	—	99	25ml	Ol. cinnamomi, B.P.C. ...	—	—	3 0	0 9
72	500ml	Acid. sulph., B.P.C. † ...	2 1	0 7	0 2	—	89	100ml	Ol. citronellae (Formosa) ...	—	3 3	0 9	—
63	500ml	Acid. sulph. dil. † ...	1 10	0 6	0 2	—	96	500g	Ol. cocois, B.P.C. '49 ...	2 9	0 10	0 2	—
264	100ml	Aqua anethi conc., B.P.C. ...	—	9 7	2 4	0 7	212	500g	Ol. cocois fractionated, B.P.C. ...	6 1	1 9	0 5	—
48	100ml	Aqua camphorae conc., B.P.C. '68 ...	6 0	1 9	0 5	—	192	500ml	Ol. eucalypti ...	5 6	1 7	0 5	—
324	100ml	Aqua cinnamomi conc., B.P.C. ...	—	—	2 10	0 9	90	25ml	Ol. lavand. spic. Gall., B.P.C. ...	—	11 3	2 8	0 8
318	25g	Argenti nitras cryst. ...	—	—	9 6	2 5	173	100ml	Ol. lavand. spic. Gall., B.P.C. ...	—	6 4	1 6	0 5
411	28g	Argenti nitras indurat, 8's ...	—	—	11 0	2 9	66	500ml	Ol. lini opt., B.P. '63 ...	1 11	0 7	—	—
291	25g	Argentoproteinias mite, B.P.C. ...	—	—	8 11	2 3	84	25ml	Ol. menth. pip ...	—	1 3	0 5	2 6 0 8
268	100g	Bismuth. salicylas, B.P. '53...	—	9 9	2 4	0 7	178	21	Ol. morrhuae ...	—	—	—	—
300	100g	Bismuth. suhgalas, B.P.C. ...	10 11	2 7	0 8	—	324	21	Ol. olivae ...	2 4	0 8	—	—
99	100g	Caffein. citrus, B.P.C. '59 ...	—	3 7	0 10	0 3	126	100ml	Ol. pini pumilionis, B.P.C. ...	—	8 5	2 0	0 6
197	100g	Caffeina et sodii iodidum, B.P.C. ...	—	—	1 9	0 5	600	500ml	Ol. sinapis express, B.P.C. '54 ...	3 7	1 1	0 3	—
60	1k	Calci carbonas ...	0 10	0 3	—	—	600	500g	Pancreatinum ...	—	5 0	1 4	0 4
77	100g	Caryophyllum Zanzibar ...	9 8	2 9	0 8	—	168	2k	Paraffinum molle flav. ...	1 2	0 4	—	—
108	500g	Cera emulsificans ...	3 1	0 11	0 3	—	46	500ml	Paraffinum liq. lev., B.P.C. ...	1 4	0 5	—	—
147	500g	Chloral. hydras †\$4B ...	4 2	1 3	0 4	—	102	30g	Paraffinum dur. ...	1 4	0 5	—	—
108	500g	Crem. proflavin. B.N.F. ...	3 1	0 11	0 3	—	213	500g	Pasta hism. subnit. et iodo- form., B.P.C. '54 ...	—	10 8	2 6	0 8
60	2k	Creta pulv. ...	0 5	0 2	—	—	102	250ml	Phenacetinum ...	6 1	1 9	0 5	—
204	2k	Dextrosum ...	1 5	0 5	—	—	102	100ml	Pig. iodi co., B.P.C. ...	5 11	1 8	0 5	—
264	5k	Dextrosum monohydrat ...	0 9	0 3	—	—	93	500g	Pig. iodoform co., B.P.C. ...	—	3 5	0 10	0 2
108	500ml	Elixir caffen. iod., B.P.C. ...	3 1	0 11	0 3	—	84	500g	Pix liquida ...	1 9	0 6	0 2	—
144	21	Emuls. paraff. liq. et mag. hydrox., B.P.C. ...	1 0	0 4	—	—	93	500g	Potassii chloras, B.P.C. ...	2 5	0 8	0 2	—
180	500ml	Ext. scillae liq. B.P.C. ...	5 2	1 6	0 4	—	98	1k	Potassii chloridum ...	1 4	0 5	0 2	—
135	500g	Ferri et ammon. citras ...	3 10	1 2	0 3	—	396	500g	Potassii citras ...	2 10	0 10	0 2	—
108	2l	Glycer. thymol. co., B.P.C. ...	0 9	0 3	—	—	116	500g	Potassii iodidum ...	11 4	3 3	0 10	0 2
168	500g	Henna pulv. ...	4 1	1 2	0 3	—	102	100g	Procain. hydrochlor. †\$1 ...	—	4 3	1 0	0 3
138	25g	Hydrgarg. perchlor. pulv., B.P.C. †\$1 ...	—	—	4 2	1 0	288	500g	Pulv. glycyrrh. co., B.P.C. ...	2 11	0 10	0 2	—
180	100g	Ichthyocolla incis ...	—	6 7	1 7	—	291	25g	Pulv. kaolin. co., B.P.C. '63 ...	2 1	0 7	—	—
78	500ml	Inf. gentianae co. conc. ...	2 3	0 8	0 2	—	56	500g	Pulv. rhei. co. B.P.C. ...	8 3	2 5	0 7	—
480	500ml	Inf. senegae conc., B.P.C. ...	13 9	4 0	0 11	—	462	250ml	Quinin sulphas ...	—	—	8 9	2 2
96	500ml	Inf. valerianae conc., B.P.C. '63 ...	2 9	0 10	0 2	—	303	250ml	Resorcinol ...	—	7 0	1 8	0 5
144	100g	Iodium ...	—	5 3	1 3	0 4	132	500g	Rheum pulv. ...	13 2	3 8	0 11	0 3
102	25g	Iodoform B.P.C. '54 ...	—	—	3 1	0 9	132	500g	Sennae fruct. Alex. No 1 ...	8 8	2 6	0 7	—
132	500ml	Linct. diamorph., B.P.C. †\$1DD ...	3 9	1 1	0 3	—	94	500g	Sennae fruct. Tinnev. ...	3 9	1 1	0 3	—
144	500ml	Lin. aconit. belladon. et chloroform. B.P.C. †\$1 ...	4 11	1 2	0 3	—	106	500g	Sodii benzoas pulv. ...	7 2	2 1	0 6	—
120	2l	Lin. album B.P.C. ...	0 10	0 3	—	—	171	500g	Sodii citras gran. ...	3 6	1 0	0 3	—
170	500ml	Lin. bellad. meth B.P.C. †\$1 ...	4 10	1 5	0 4	—	140	500ml	Sodii iodidum ...	—	8 2	2 0	0 6
268	2l	Lin. camph. ...	1 11	0 7	0 2	—	54	100ml	Sodii nitris, B.P.C. ...	3 0	0 11	0 3	—
288	2l	Lin. methyl. salicyl., B.P.C. ...	2 1	0 7	0 2	—	132	2l	Sodii phosph. ...	1 7	0 5	—	—
176	2l	Lin. saponis meth., B.P.C. ...	1 3	0 4	—	—	137	500ml	Spt. aetherias, B.P.C. ...	4 11	1 5	0 4	—
30	25ml	Liq. adrenal. †\$4B ...	—	3 9	0 11	0 3	291	2lh	Spt. ammoniae aromaticus, B.P.C. ...	4 0	1 2	0 3	—
89	250ml	Liq. aluminii acetatis B.P.C. ...	5 1	1 6	0 4	—	120	100g	Spt. camphorae, B.P.C. '59 ...	—	2 0	0 6	—
72	500ml	Liq. ammon. aromat. B.P.C. ...	2 1	0 7	0 2	—	132	500ml	Spt. chirurgicalis, B.P.C. No 1 ...	0 11	0 3	—	—
82	500ml	Liq. ammon. acet. fort. B.P.C. ...	—	—	—	—	165	2l	Spt. chloroformi ...	3 11	1 2	0 3	—
129	500ml	Liq. bismuth et am. cit., B.P.C. '49 ...	3 8	1 1	0 3	—	93	500ml	Succus glycyrrh. (solazzi sticks) ...	4 7	1 4	—	—
81	500ml	Liq. ferri perchlor. fort. B.P.C. ...	2 4	0 8	0 2	—	144	500ml	Sulphathiazol. B.P.C. †\$4B ...	—	4 5	1 1	0 3
150	500ml	Liq. iodi aquos ...	4 3	1 3	0 4	—	216	500ml	Syr. aurantii ...	3 9	1 1	0 3	—
84	500ml	Liq. iodi decolor (meth) B.P.C. '34 ...	2 5	0 8	0 2	—	171	500ml	Syr. ferri phos. co., B.P.C. ...	1 2	0 4	—	—
84	100ml	Liq. iodi simp. B.P.C. '59 ...	10 6	3 1	0 9	—	120	100g	Syr. ficorum co., B.P.C. ...	2 8	0 9	—	—
192	500ml	Liq. iodi fort. B.P.C. '58 ...	5 6	1 7	0 5	—	135	500ml	Thymol ...	—	4 5	1 1	0 3
156	500ml	Liq. iodi mit. ...	4 6	1 4	0 4	—	171	500ml	Tinct. arnicae flor. B.P.C. '49 ...	4 1	1 2	0 3	—
99	100ml	Liq. morph. hydrochlor †\$1DD ...	3 8	0 10	0 3	—	180	500ml	Tinct. benzoin. B.P.C. ...	6 2	1 10	0 5	—
84	500ml	Liq. picis carb. meth ...	2 5	0 8	0 2	—	180	500ml	Tinct. capsici B.P.C. ...	4 11	1 5	0 4	—
198	500ml	Liq. quin. ammon. B.P.C. '63 ...	—	—	—	—	180	500ml	Tinct. cardamomi co. ...	3 7	1 1	0 3	—
137	500ml	Liq. tolut. B.P.C. ...	3 11	1 2	0 3	—	90	500ml	Tinct. colchici †\$4B ...	5 2	1 6	0 4	—
110	2l	Lotio calamin. oleos, B.P.C. ...	0 10	0 3	—	—	226	500ml	Tinct. gentianae co. ...	3 10	1 2	0 3	—
174	2l	Magnes trisilicas ...	1 3	0 4	—	—	144	500ml	Tinct. hyosciami ...	2 11	0 10	0 2	—
198	500ml	Mist. bism. co. acid. c. pepsin B.P.C. '34 ...	2 6	0 9	0 2	—	168	500ml	Tinct. lavandulae co. B.P.C. '49 ...	5 2	1 6	0 4	—
180	500ml	Mist. hism. co. c. pepsin B.P.C. '34 ...	5 8	1 8	0 5	—	89	500ml	Tinct. nuc. vomicae ...	2 9	0 10	0 2	—
108	2l	Mist magnesi hydroxid ...	0 9	0 3	—	—	138	500ml	Tinct. rhei co. ...	3 11	1 2	0 3	—
224	2l	Mist. sennae co. B.P.C. '59... 66 500ml Narist. ephedrin. B.P.C. ...	1 7	0 6	—	—	120	500ml	Tinct. stramonii † ...	2 7	0 9	0 2	—
66	500ml	—	—	—	—	156	250g	Tinct. zingiberis fort. ...	6 6	1 11	0 5	—	
—	—	—	—	—	—	—	—	Tragacanthae pulv. ...	—	13 1	3 2	0 9	
—	—	—	—	—	—	—	—	Ung. emulsificans aquos. ...	2 5	0 9	0 2	—	
—	—	—	—	—	—	—	—	Vap. benzoin. B.P.C. ...	4 1	1 2	0 3	—	
—	—	—	—	—	—	—	—	Vap. menthol. et benzoin (meth) B.P.C. ...	4 10	1 5	0 4	—	
—	—	—	—	—	—	—	—	Vap. menthol. et eucalypt. B.P.C. ...	2 7	0 9	0 2	—	

INTER-ALIA

GENERIC

Products

... now presented to you under our own brand names. These tablets are guaranteed to be manufactured in our own Works and Laboratories under the strict supervision of qualified staff with full analytical control ...

	Per 250	Per 500	Per 1000
INTALBUT (Phenylbutazone B.P.)	100 mg. 6/- (£0.30p.) .. 11/6 (£0.58p.) .. 22/2 (£1.11p.) 200 mg. 8/- (£0.40p.) .. 15/6 (£0.78p.) .. 30/2 (£1.51p.)		
INTALOXINE (Oxytetracycline B.P.)	250 mg. 26/- (£1.30p.) .. 51/- (£2.55p.) .. 100/- (£5.00p.)		
INTALPEN (Penicillin V. B.P.)	125 mg. 22/- (£1.10p.) .. 43/- (£2.15p.) .. 85/- (£4.25p.) 250 mg. 43/- (£2.15p.) .. 85/- (£4.25p.) .. 160/- (£8.00p.)		
INTALPRAM (Imipramine B.P.)	25 mg. 14/6 (£0.73p.) .. 28/- (£1.40p.) .. 55/6 (£2.78p.)		
INTALSOLONE (Prednisolone B.P.)	1 mg. 4/3 (£0.21p.) .. 7/3 (£0.36p.) .. 13/11 (£0.70p.) 5 mg. 12/6 (£0.63p.) .. 24/- (£1.20p.) .. 47/3 (£2.36p.)		
INTALSONE (Prednisone B.P.)	1 mg. 4/- (£0.20p.) .. 7/- (£0.35p.) .. 13/5 (£0.67p.) 5 mg. 11/6 (£0.58p.) .. 22/6 (£1.13p.) .. 44/5 (£2.22p.)		



*The symbol of
guaranteed
quality!*

INTER-ALIA PHARMACEUTICAL SERVICES LTD.

(Incorporating Roberts & Co. of Bond St., W.1.)

RAPHAEL HOUSE, 226 HIGH STREET NORTH, LONDON, E.6.

Phone: 01-552 4344 Cables: Intalpharm London E6 Telex: 261553

Works and Laboratories :

Industrial Estate, London Road, Thetford, Norfolk.
Phone : Thetford 3301. Telex : 81239

control would become available, with computer scanning of the results and feed-back to the process.

Among technical problems now becoming apparent, Mr Lees mentioned methods of avoiding the spread of particulate matter, from the clothing of personnel, for example. One of the benefits of space research being rapidly adopted was laminar air flow in the process area.

There was a need for new techniques to modify flow rates of powders in filling machines — particularly where quantities of sterile powder in the 100 mg to 1 g range were required to be filled into vials without the use of additives.

Freedom from contamination, said Mr Lees, could only be assured down to the sensitivity of the analytical method. A negative test was therefore only of real value if related to a soundly-designed process—there was a need for confidence in the process, not in the test result.

Greater attention would be paid to biological availability of drugs. Until equivalence of two products had been proven, non-equivalence should be presumed. Mr Lees also predicted a growing realisation among chemists of the effect on formulation of the physical form of drugs. Stability, for example, could be much affected by the presence of trace impurities, and the trend would be towards "minimising impurities rather than maximising purity."

Quality control would become the responsibility not only of those connected with manufacture, but also the wholesalers and retailers. Mr Lees expected mandatory storage conditions would eventually be imposed upon pharmacists—but they would rightly expect to get their costs back.

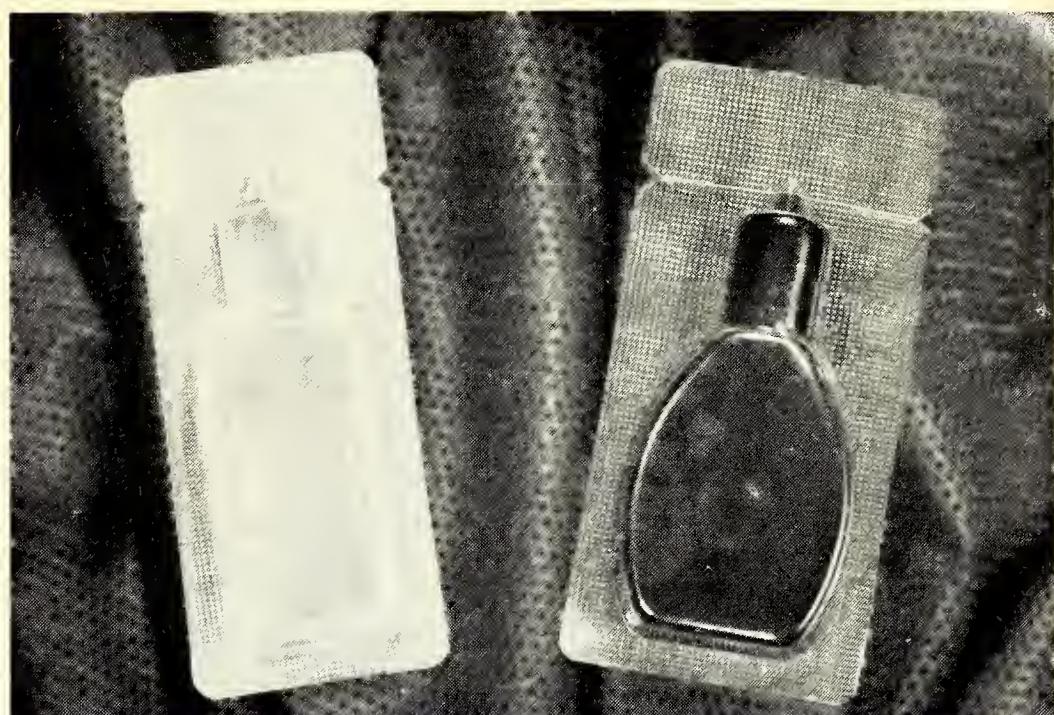
Turning finally to the Pharmacopoeia, Mr Lees questioned the value of monographs without standards for the manufacturing process. Submissions to the Committee on Safety of Drugs required that information. It might be possible to reach agreement with the manufacturer on how much could be published, while still protecting his interests.

It would be helpful if monographs could be published on a wider scale—perhaps for all drugs in a loose-leaf form, Mr Lees concluded.

Forming, filling and sealing in one operation

Hassia Verpackungsmaschinen GmbH, 6479 Randstadt/Oberhessen, Germany, introduced at Interpack in Düsseldorf in May, the V1000 thermoform-fill-seal machine. Examples of the type of work that can be undertaken by this machine were shown on the stand of Contrapac Ltd, whose associate company Hassia Packaging Machines Ltd handle the British end of the business.

Using PVC, polystyrene, polypropylene or other material suitable for thermo-forming the V1000 can be used to package many types of pharmaceutical and



Two examples of "break-off bottles," which can be thermoformed, filled and sealed in one operation on the Hassia V-1000 packaging machine. The bottles can be made in the same shape as an established bottle. One suggested use is for sample packs of newly introduced products that will help recognition in the shop

cosmetic preparations and can be switched quickly and cheaply from one type of pack such as tablets in press-through packs to another. Among the optional equipment is a cutting and scoring device for making the Hassia "break off bottle," examples of which are illustrated.

Dosage accuracy improved by new Japanese process

A novel machine for converting bulk powders into solid spheres was shown at Interphex by the Eli Lilly subsidiary Elanco Ltd. Developed in Japan, the machine, called the Marumerizer, is said to have a number of advantages over other processes for making spheres. One of the most important claimed is that it is possible to achieve almost 100 per cent active ingredient in each sphere of a single substance. Mixtures also can be "spheronised."

By giving a more uniform dispersion of ingredients the method allows greater accuracy of dosage to be attained with pharmaceuticals. The free-flowing characteristics of the spheres also improves the maker's control over fill weights of capsules. It is possible to coat the spheres to allow the contents to be released at various times within the body for sustained release dose forms and, another advantage, allows incompatible ingredients to be filled into the same capsule.

The Marumerizer unit is used in combination with a mixer, kneader, extruder and drier. After passing through the mixer the raw materials are converted into a paste by the addition of a suitable liquid excipient in a kneader of twin sigma blade construction. The paste is then fed through a single or double screw extruder, which can be fan or water

cooled, and forced through a sieve to produce damp cylindrical segments.

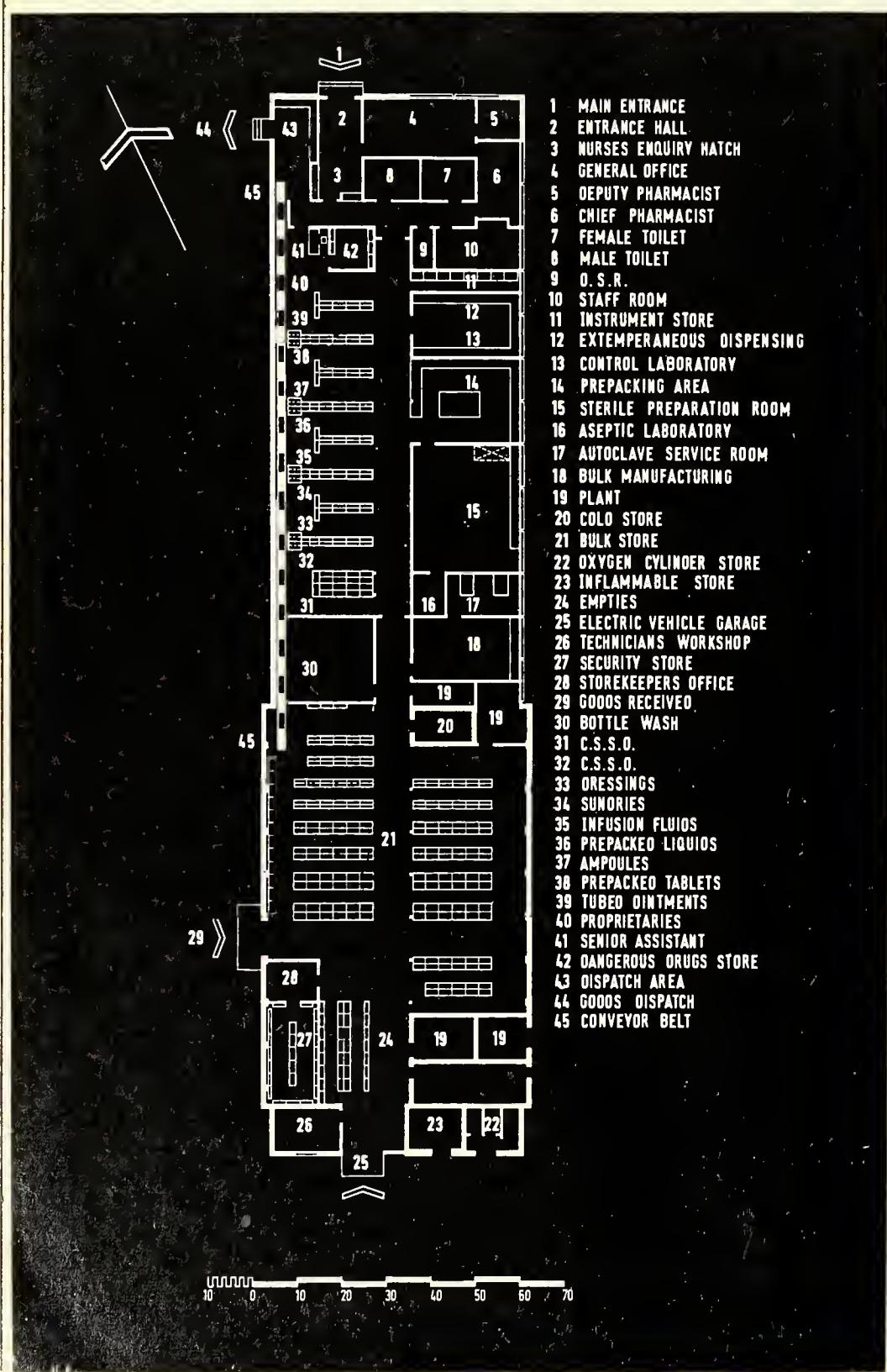
In the Marumerizer unit itself the segments break up under the action of centrifugal force and friction into lengths equal to the diameter of the segment and form uniform spheres. The spheres are then dried by suitable means such as a fluidised bed drier.

Using the appropriate extruding sieve spheres from 0.5-12 mm diameter can be produced. The method is said to give uniform dispersion of ingredients, to speed production, improve handling owing to the increased density of the individual spheres and their free-flowing properties, minimise sticking of hygroscopic substances and reduce hazards of dust contamination.



A view of the "spheronising" process in the Marumerizer unit. In this unit the rod-shaped segments break up under the action of friction and centrifugal force into sections of the same length as the diameter of the extruded segment and are formed into uniform spheres

HOW A HOSPITAL PHARMACY WAS 'TAILOR MADE'



The opportunity given to hospital pharmacists to design and commission a group pharmacy is a rare event. To be able to do so on a level site, clear of buildings and with as large an area as the pharmacist thought necessary, must be rarer still.

Just such an opportunity fell to Mr J. S. Ley in 1959 when the Glasgow South-western Hospitals' Management Board decided to convert the Southern General Hospital, a former Poor Law institution, into a group pharmacy. In October 1968, he and his staff moved into what is understood to be now the second largest hospital pharmacy department in the United Kingdom.

The new department consists of a single-storey building 245 ft long and 55 ft wide. In addition to Mr Ley it is at present staffed by a deputy chief, Miss A. Farrell, three senior pharmacists, two basic grade pharmacists, two postgraduate students and five technicians, with two clerical staff, three domestics and four porters all engaged solely on pharmacy duties.

The department serves the Southern General Hospital together with Cowglen, Shieldhall and Elder Cottage Hospitals, and the David Elder Infirmary. When a 200-bed maternity unit and 135-bed department of neurological sciences now under construction are completed the total of beds served will be more than 1,700. At that stage another basic grade pharmacist will be taken on.

Mr Ley believes that supply of drugs to the patient is the basic job of the pharmacy. Not until that is satisfactorily being carried out should any "frills," such as elaborate instrumentation for quality control, be considered.

Working to that principle Mr Ley has designed a flexible department with a simple work flow that has enabled the time taken to supply the wards to be cut by as much as 50 per cent using the same staff.

One of the main features of the department is a powered conveyor belt. It runs along one of the two long walls of the rectangular building, from where the empty ward boxes are received, to the point of dispatch.

At the extreme end of the building, before the entry point for ward boxes, are the inflammables store, oxygen cylinder store, garage for the department's two electric trucks and fork lift truck, and technicians' workshop.

Next come the plant for services, racks for empties and a security store for scheduled and TSA preparations. All services such as vacuum and compressed air, are provided within the department, except for steam for heating the building through thermostatically controlled coils and perforated ceiling tiles.

To the left of the goods entrance and on either side of the building's central corridor is the bulk store. The pharmacy acts as the hospital's central sterile supplies department and much space is taken up by dressings and disposable items.

A cold store, maintained at 35°F, has some of the few solid internal walls in the building. Most of the rest have been

built to allow easy reconstruction to meet changing demands on space.

When ward boxes are placed on the conveyor in the morning they are first emptied and all bottles washed in a Miller Hydro rotating bottle washer and drier which deals with 500 bottles an hour. Caps are washed in a smaller Bendix machine.

The boxes and their orders are then carried past storage bays to pick up their requirements. At each bay the order is checked until, at the last bay, a senior pharmacist performs a final check and adds Dangerous Drugs and extemporaneously dispensed items.

Dangerous Drugs are stored in a windowless room with no external walls and protected by a high frequency sonic device connected to the hospital's telephone room.

All preparations including lotions are unit-packed. The point of doing so for lotions being to introduce a quicker turnover. Mr Ley found that introduction of heated lotion cupboards on the wards had the effect of providing an incubator for micro-organisms in bulk lotions. Tablets are packed using an electronic tablet counter.

Almost the only modification needed to the original plan was an increase in the capacity of the sterile fluids department. With the West of Scotland Sterile Fluid Laboratory Service finding demand on its services increasing at a rate of 15 per cent a year it was felt the hospital should be able to cope from its own resources. Another factor was the changed attitude of the Ministry of Health to the supply of sterile water for theatre use.

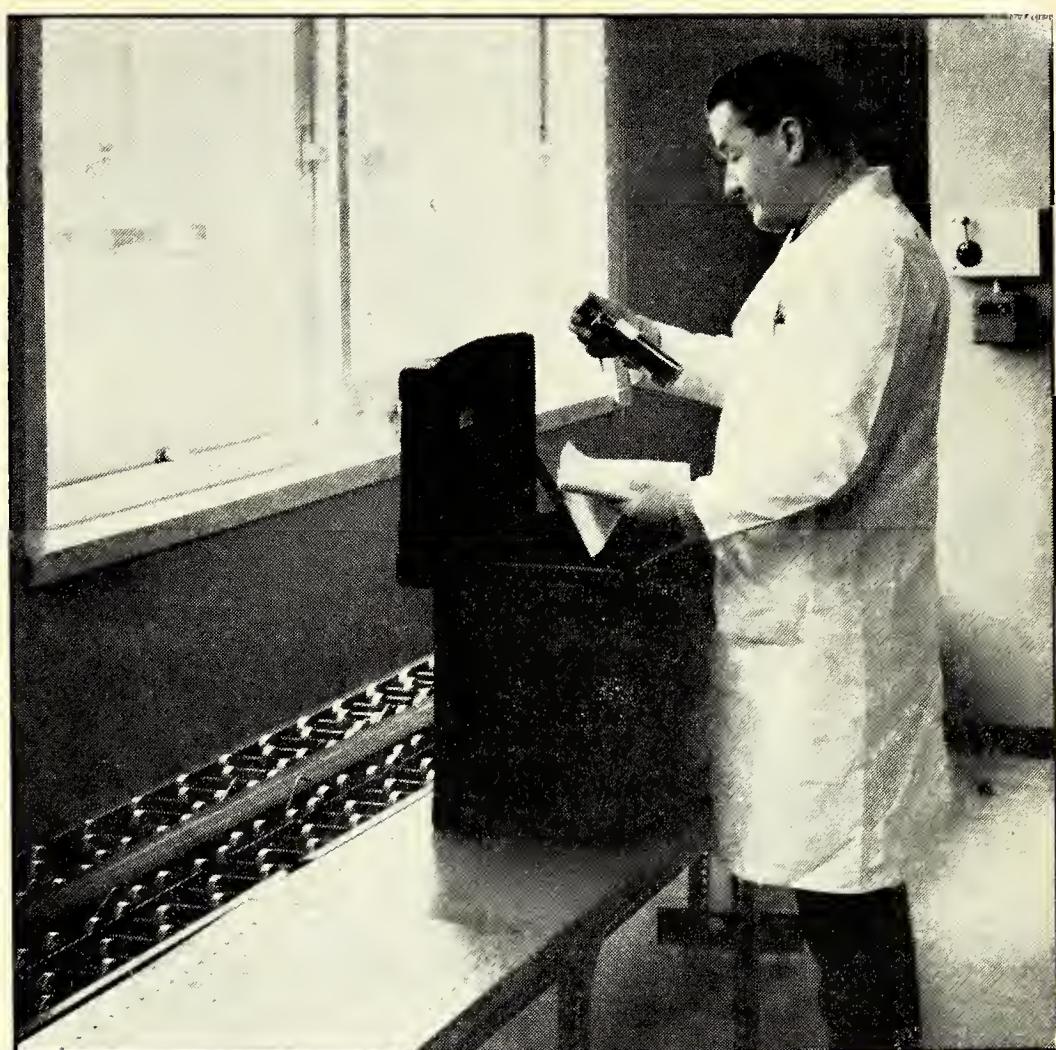
The department has two Manesty stills providing water at 10 gal per hour and fitted with a time switch so that the day's requirements are well on the way to being supplied by the time the staff arrive in the mornings.

Infusion fluids are dealt with in two Manlove Rapid 143 spray cooled autoclaves. The doors of these are flush with the wall of the sterile preparation room. A service room reached through the bulk manufacture room means that technicians do not have to cross any area in which sterile preparations are dealt with. The aseptic room is supplied with air at positive pressure which has passed through electrostatic precipitation filters.

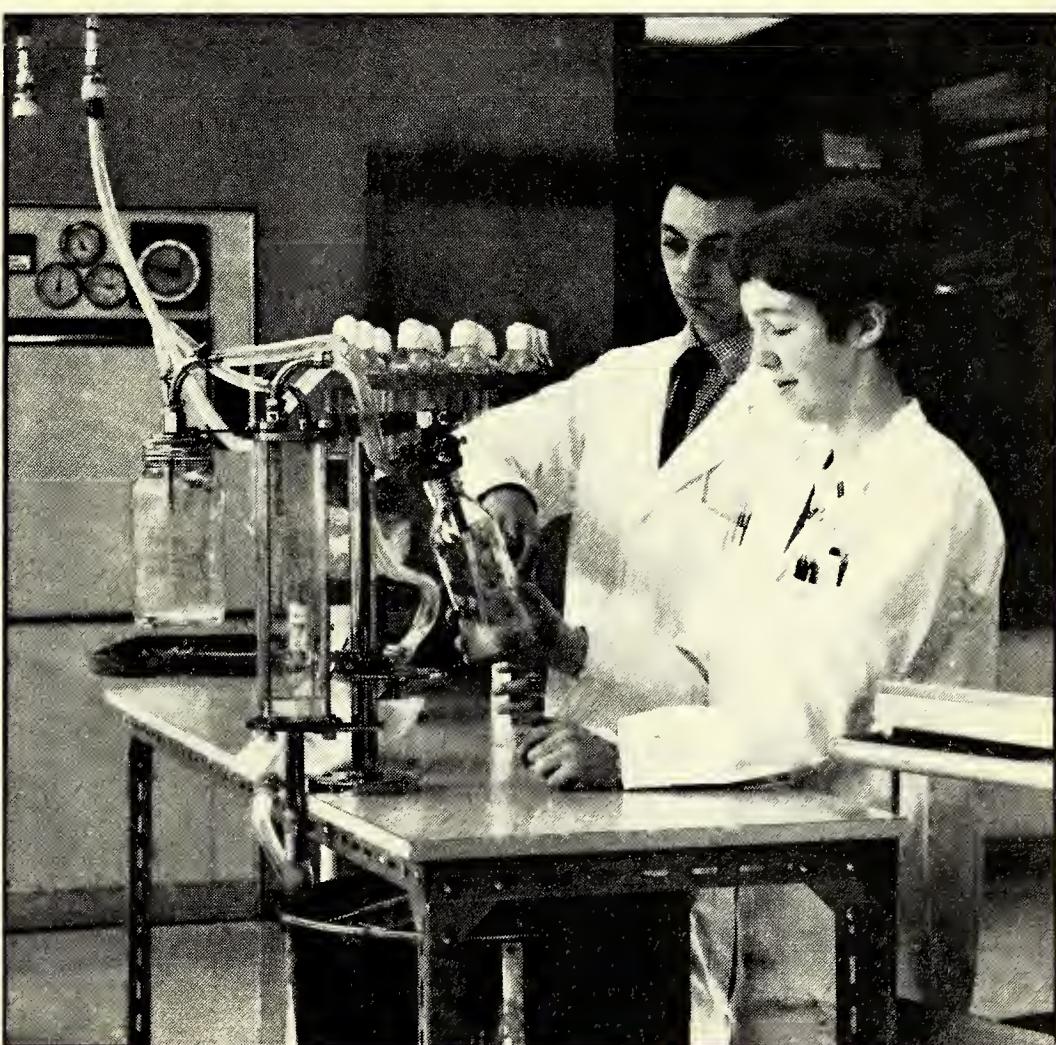
Pipe line vacuum points are fitted to all benches and are dropped from the ceiling at convenient points. All liquid filling is done by vacuum.

Following his principle of concentrating on supply to the patient, Mr Ley has not yet built up a comprehensive quality control laboratory; however, his facilities include apparatus for tablet disintegration testing and potentiometric titrations and he finds the biochemistry department cooperative for more *recherché* requirements such as spectrophotometry.

At the opposite end of the building to goods received are a staff room, toilets, general office, separate offices for the chief pharmacist and his deputy and the entrance hall with a locked cupboard for emergency items other than Dangerous Drugs and those needing special storage.



Above: Final check on a ward box



Below: Vacuum filling of transfusion fluids

Photographic equipment review

Halina Simplette Electric FC camera, made in Hong Kong and distributed in Britain by J. J. Silber Ltd, 11 Northburgh Street, London EC 1.

For the amateur photographer who wishes to take advantage of the facility of instant-loading and yet retain some control over his choice of aperture, with the ability to refer to a built-in exposure meter, this little camera should be of particular appeal. Nevertheless by following the clear instructions in the twelve-page leaflet even the beginner can be assured of good results.

Black plastic and satin-chrome metal panels and trim make this quite an attractive piece of equipment. The body is rectangular with rounded corners and the lens barrel projects from the front panel just left of centre. The axis of the viewfinder is almost directly above that of the lens, while to the right of it is the dimpled window of the exposure meter. Set centrally on the top plate is a slightly raised square platform in which is set the rotating flashcube socket, just to the left of which is the shutter-release.

Above the exposure-meter window, on the top plate, is the rectangular window of the meter scale. This is calibrated in f-stops for the two most popular film-speed ratings available in 126 cartridges, ASA 64 and ASA 125. The relevant section in the instruction leaflet, with an inserted slip, makes quite clear how the meter should be interpreted—and, further, should the needle not point to the maximum aperture of f/8, that flash should be used. The criticism that applies to the instruction leaflet for the Halina Simplette EE Automatic (supplied in the colour outfit) applies equally to this one—loading of the cartridge is not shown! But, as it is virtually impossible to put the cartridge into the camera in an incorrect manner, perhaps this is not important.

The back panel layout of this camera is clean and neat; immediately above the viewfinder eyepiece is the ejector for the spent flashcube. At the right-hand side is the film advance lever with a small plastic knob on its extremity. About 1½ to 2 strokes are necessary to move the film to the next exposure and the flashcube is rotated through 90° at the same time. On the left-hand side panel of this camera a swivelling ring for a wrist-strap is provided. On the underside is a tripod bush and the compartment for a pair of AAA or U16 batteries, the sliding lid of which is held captive when the back of the camera is closed.

The front component ring of the lens mount rotates through about 230° very smoothly, the three principal indications being "Distant" symbol—20 feet to infinity, "Groups"—8 to 20 feet and "Portraits"—4-8 feet: the last being the preferred setting for flash. The lens stops (a series of apertures controlled by a simple lever) range from f/8, 11, 16 to 22, and at each indication the lever stops



The reproduction is from the centre of an 8x enlargement and is shown same size. Normal speed black-and-white film was exposed in the camera placed on a firm support and the negative was developed in a standard developer. A "straight" enlargement was made on normal paper, simulating a whole-plate print which is usually the largest size asked for from this size of negative

quite positively. A soft black plastic lens cap is provided. The viewfinder is clear and gives almost a life-size image but the edges of the picture area are not absolutely clearly defined; however the designers may have sacrificed edge definition to obtain the lifesize image whose advantages outweigh the disadvantages of the slightly soft edge.

The standard series of tests was carried out including the use of a flashcube. Results were well up to the standard one would expect from a camera of this class.

Presentation is a blue and yellow printed card carton with an illustration of the camera on the lid: the camera is retained in a two-part expanded foam

plastic insert and is, therefore, well protected for normal transit.

New in Agfa-Gevaert range

Two new cameras the Iso-Pak C and Ci have been added to the Agfa-Gevaert range of 126 cameras.

The Iso-Pak C (supplied in outfit containing camera, two Mallory P8 825 batteries, one flash cube and one CNS 126 film at £7 7s 6d) differs from other Pak cameras in the lower price class in having a brightline viewfinder.

The Iso-Pak Ci (outfit contains camera, two batteries, one cube and one CNS 126 film at £9 15s 11d) has the additional refinement of CdS exposure control.

This shows if the available light is insufficient. With a flash cube in position it illuminates when the release is touched and a faulty or used flash lamp is in exposure position and it is used to show whether the batteries are still satisfactorily charged.

Other new products include the Iso-Rapid IC Christmas pack, comprising: camera, flash cube, 6 volt battery and CNS Rapid film, £6 6s 2d, and the Agfa-lux Ci set with flashgun, three flash cubes 6 volt battery and case for flashgun, £5 3s 4d.

A feature of the flashgun in this set is the battery control with a red press button and built-in test light. Co-axial cable can be fixed for cable or shoe contact.

Two new Lady Sets designated Iso-Pak Lady set and Iso-Pak C Lady set have been introduced, the first containing Iso-Pak camera, pouch, flash gun, battery, bulbs and one CNS 126 film at £8 6s 8d and the second the Iso-Pak C camera, pouch, three flash cubes, two batteries and one CNS 126 film at £9 5s 5d. (Agfa-Gevaert Ltd, Great West Road, Brentford, Middlesex.)

Halina Simplette Electric FC camera

FILM SIZE	126 cartridge
MANUFACTURE	Made in Hong Kong
DISTRIBUTOR	J. J. Silber Ltd, London EC 1
LENS	45-mm f/8 Halina achromat, hard-coated
SHUTTER	1/40 sec. Single fixed speed
FEATURES	Built-in exposure meter and flash
ACCESSORIES	None
DIMENSIONS	4 $\frac{7}{8}$ x 3 x 2 $\frac{5}{8}$ in (124 x 77 x 67 mm)
WEIGHT	13 oz (369 g)
IN PRODUCTION	Spring/summer 1969
DATE OF REVIEW	December 13, 1969
RECOMMENDED	
RETAIL PRICE	£8 0s 7d (includes £2 2s 3d purchase tax); carrying case extra at £1 2s 9d (includes 6s purchase tax)



NEW PRODUCTS AND PACKS

Over-the-counter medicinals

Coldrex streamline photo 1

The new streamlined Coldrex pack, features the product's two-layer action and illustrates how it works. Coldrex, from Phillips Laboratories, 2 St Mark's Hill, Surbiton, Surrey, is available in two sizes: the 24-tablet pack (6s 6d), "which contains enough Coldrex to treat the average cold lasting from three to four days," and the 12-tablet size (3s 11d) which should be sold primarily as a booster pack for any symptoms which persist after the fourth day.



1



3

Normal flat tablets do not roll on any plane, but spherical ones, like the new Sweetex, will. It was then necessary to produce the 'tailor-made' dispenser, suitable for high speed filling.

The international division of Boots, who export Sweetex to over 30 countries, introduced the new pack into Holland and report initial reception there as "very good indeed." (Lenbrook Laboratories Ltd, 1 Thane Road West, Nottingham.)

Baby foods

Four more from Robinson's

Four new Instant baby foods (1s 4d) bring Robinson's range up to 22. The newcomers are orange and lemon pudding; mixed fruit pudding; cereal, chicken and rice, and vegetables, egg and ham. (Robinson's Baby Foods, J. & J. Colman Ltd, Carrow Works, Norwich.)

Sundries

Kleenex repacked & Kleenex

Carnaby launched photo 4

Kimberly-Clark have redesigned all standard Kleenex facial tissue packs with the exception of Kleenex pocket pack and Kleenex boutique.

The surface colour of the new packs, which are fan-shaped, corresponds to that of the tissues inside. The company has also launched a multicolour tissue product. New Kleenex Carnaby as it has been named, contains standard size tissues in white, pink, blue, yellow, green and apricot. The fan shaped pack design for



2



4

Kleenex Carnaby is similar to the other new packs except that each "petal" of the fan is in an individual colour.

Kleenex tissues are the current brand leaders in a market now worth nearly £17m and expanding at the rate of 20 per cent per annum. (Kimberly-Clark Ltd, Larkfield, Kent.)

Swab approved for police surgeons

A cleansing swab, guaranteed to be free from alcohol and prepared to the specification of the Association of Police Surgeons of Great Britain, has recently been approved by the Home Office forensic science and medical advisers as suitable for blood sampling under the regulations of the Road Safety Act, 1967.

The swab is a moist towelette impregnated with cetrimide and chlorhexidine, sealed in a club-card sized plastic sachet. It is claimed to be guaranteed to keep fresh for years in any climate. The towelette can be used before and after injections and is suitable for all hygienic cleansing purposes. The Dri-Wash medical cleansing towelette is obtainable only direct from the manufacturers. (G. H. Linton & Co Ltd, 4 Herbert Street, Hemel Hempstead, Herts.)

Garden products

For slug control

Pan Britannica Industries announce Slug Gard (4s), the new slug killer containing methiocarb, which is said to control slugs, snails and leatherjackets more effectively than traditional metaldehyde.

Approved under the Agricultural Chemical Scheme, it is marketed in a modern plastic shaker pack containing enough to control 180 square yards. (Pan Britannica Industries Ltd, Britannica House, Waltham Cross, Herts.)

Sweeteners

One-at-a-time Sweetex photo 3

Over £20,000 worth of specialised machinery and four years of production research have gone into a new-look Sweetex contained in the unique one-at-a-time dispenser. The pack contains 250 pellets (3s 6d).

The bright green and white dispenser guarantees single-pellet release and was designed and patented by Boots Pure Drug Co Ltd. The idea is simple — pellets from the main container filter off into a single line and the first one is released by moving the special 'cut and block' sliding lid. No more pellets are released until the lid is back in position.

Although the decision to develop some sort of container was made four years ago, mass production was then impossible.

TRADE NEWS

Refillable perfume atomiser in Weil range

E. G. Perrot & Co, Magnolia House, 160 Thames Road, Chiswick, London W4, have added a new-size perfume atomiser to the Parfums Weil Antelope fragrance range. The new atomiser, $\frac{1}{4}$ -oz size (ref 232) (7s) has an attractive textured gilt case and its own dark tan suedette purse. And for Christmas, the atomiser pack



comes ready gift-wrapped in elegant grey and white striped paper, topped with a golden ribbon rosette.

It has a simple and efficient pump action and can therefore be refilled from any standard size bottle of Antelope perfume.

New look for BDH catalogue

Important changes have been carried out in the new issue of the BDH laboratory chemicals catalogue which has a re-styled make-up that presents all laboratory products and prices in alphabetical order in the main section.

At the back of the catalogue is a separate section listing certain products for reference purposes, including AnalalR laboratory chemicals, Aristar high purity chemicals, laboratory gases, polymer chemistry materials, and specialised kits.

Individual specifications have been extended to establish clear standards of purity for the materials supplied. The range of materials for biochemical research and clinical analysis has been increased and many new products are listed for general laboratory applications, particularly in the fields of chromatography, spectroscopy and polymer chemistry. For customers who ask to be advised regularly of new additions to the catalogue BDH is publishing a monthly cumulative

list of new items and gummed "new entry" slips formerly issued are being discontinued. (BDH Chemicals Ltd, Broom Road, Poole, Dorset BH12 4NN.)

A new antioxidant

ICI's heavy organic chemicals division has developed a new process for the production of an antioxidant of high activity which will be marketed under the name of Topanol 354. Main uses envisaged will be for extending the storage life and conserving the palatability and nutritional value of a wide range of foodstuffs. On the basis of theoretical considerations, it is believed that the structure of Topanol 354 (3,5-di-tertiarybutyl-4-hydroxyanisole) possesses the maximum activity that can be practicably obtained in a monophenoic antioxidant.

The makers also say that Topanol 354 will be of value too in animal feeding-stuffs, toiletries and vitamin preparations.

For the under two-year-olds

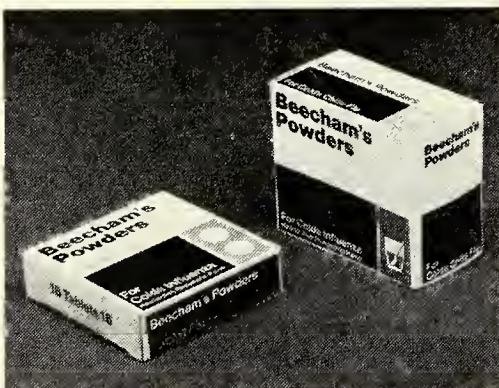
Abbott Laboratories Ltd, Queenborough, Kent, have added to their list Erythroped P.I. (Pro. Inf.). Erythroped P.I. is erythromycin ethyl-succinate as granules for reconstitution to a cherry flavoured oral suspension. When reconstituted, each 5 ml contains 100 mg erythromycin activity. It is intended for children under two years of age and normal dose is 5 ml of the prepared suspension every six hours. Pack is a container of 100 ml (7s). For children over two years of age, Erythroped, 200 mg of erythromycin activity per 5 ml, continues to be available.

Key first-aid facts on cards

A new method of presenting the facts of emergency first aid is provided by a new title in the Key Facts Handicrafts series (5s).

Forty-eight cards, each $5\frac{1}{2} \times 3\frac{1}{2}$ in, in a plastic wallet give quick access to information on such emergencies as fainting, strokes, poisoning, travel sickness, drowning, burns, wounds, etc.

The cards are available for sale by chemists. Among other subjects already published are baby care, sex instruction, slimming and photography. The cards are being advertised in the *Daily Express*, *Daily Mail*, *Daily Mirror*, *Scottish Daily Record*, *Reveille* and *Weekend*. (Seymour Press Ltd, 334 Brixton Road, London SW 9.)



THM Design Consultants Ltd have refreshed the colour identity of Beecham's Powders, blue on white with red, and applied it to Beecham's Powders in tablet form

New clear plastic container for baby oil

A further development of the Johnson & Johnson "baby-safety principle" comes with the launching of their baby oil in



a new "see-through" plastic container. Baby oil in the new bottle, is available in two sizes. The original bottle has been replaced by the medium 135 cc size (4s 3d) and the large 210 cc (6s 4d).

Roped soaps

Gifts for men come in all shapes and sizes, like Yardley's three soaps-on-a-rope. There is the new Cougar (9s 5d) "for all types wanting the unusual," and Yardley's soap-on-a-rope (8s 6d) "a regular favourite for every age," and finally Sea Jade (8s. 6d.) which is described as for young executives and go-ahead. The company points out that besides its advantage when in normal use the rope "enables one to hang it on the Christmas tree."

Huxleys Wintogeno and Tubelette

Lestar Laboratories Ltd have been appointed distributors of Huxley Wintogeno and Tubelette formerly manufactured and distributed by Gale, Baiss & Co Ltd, Slough. Wintogeno and Tubelette will be invoiced and dispatched by Thomas Marns & Co., Rustington, Sussex, to whom orders and correspondence should be addressed.

Ilford's design award

The presidential awards of the Royal Society of Arts for design management were presented recently and have been on show at the Design Centre, 28 Haymarket, London, SW 1. The display includes an explanatory film-strip and is illustrated with photographs, models and products. Picture shows some of the material that put Ilford Ltd among the award winners.

The name is Keflex

Eli Lilly & Co Ltd, Basingstoke, Hampshire, point out that their new product cephalexin is issued under the trade name of Keflex. Price is 7s 5d for 20; 37s 7d for 100.

Bonus offers

Wigglesworth Ltd, Westhoughton, Bolton, Lancs. Lemkem, 14 invoiced as 12 until February 27 (corrected note).



Judging entries for the Trentham Limerick competition are (left to right): Messrs R. S. Clapton, director Trentham Laboratories; P. Lees, sales director; A. Wright, deputy Editor C&D; D. Gaffney, publisher C&D; and D. Heath, managing director, Trentham Laboratories.

PROMOTIONS

Birmingham pharmacist wins Trentham's 'Paris weekend' competition

By completing a Limerick in Trentham Laboratories Pocket Packs competition, Birmingham pharmacist, Mr E. R. Chaplin has won himself a weekend for two in Paris.

The first lines of the Limerick were set out on the front cover of the CHEMIST AND DRUGGIST of November 15, and with Mr Chaplin's last line, are as follows:

There was a young chemist (so raw),
Losing trade to the sweetshop next door,
Then in C&D
he read PP
Now his Pocket Packs profit galore.

Five consolation prizes worth £5 go to Messrs. J. K. Burnet, Baildon, Yorks; W. G. Capper FPS, Chorleywood, Herts; J. W. Bott MPS, Birmingham 31; J. P. Barton MPS, Stoke-on-Trent, and Sherman (Chemists) Ltd, Portadown, Northern Ireland.

Lipstick or compact with Velva

During January only, Elizabeth Arden are offering a free lipstick (normally 10s 6d) with each 29s 3d size of Velva moisture film.

With each 52s 6d size there is an elegant transparent powder tortoiseshell compact (normally 20s 3d), 2½in in diameter—"a delightful accessory for the small modern handbag of today." (Elizabeth Arden Ltd, 25 Old Bond Street, London W1A 2AE.)

Hair-growth forum

To investigate problems of superfluous hair in women, Miss Ishbel Webster, SRN (a director, Total Beauty Ltd, 89

High Road, London N22) organised a forum in London on December 2. The panel included a dermatologist, an endocrinologist, an electrologist, a psychiatrist and a chemist.

Causes of hirsutism were discussed at the forum, as well as some methods of hair removal.

Removal of under-arm hairs with wax was effective, said the electrologist, but it was never a permanent remedy. The dermatologist warned that the process, a form of plucking, involved too many risks of infection.

Risks of allergy from the use of depilatories were attributed to the perfumes used, the chemist absolving the depilating ingredients from any such effects.

Successful contestants

Mr H. Rider of H. Southall Ltd, Walthamstow, London, is the winner of the £250 top prize in White Laboratories' mystery shopper promotion. The prize was awarded for his display efforts on behalf of the company's products.

A £50 voucher went to Mr P. W. Swanston of Walwins Chemists Ltd, Gloucestershire, and a £25 voucher to Mr J. A. Gray, Bradford. Other awards have included a radio, tape recorder, cigars and Christmas gift boxes. (White Laboratories Ltd, Penarth Street, London SE 15.)

Robinson's baby foods £1,000 diamond competition has been won by Mrs Patricia Jackson, who obtained her baby food and entry form from Boots Ltd, Bromsgrove, Worcs. (J. & J. Colman Ltd., Callow Works, Norwich NOR 75A.)

Mr R. Carter, Willesden, London, has been presented with an FD Zanzara sports car by Colton Co, organisers of a national competition based on Nine Flags Colognes. Mr Carter, a sales representative with CIBA Laboratories Ltd, concocted a Cologne cocktail based on the Nine Flags range. (Colton Co Inc [UK] Ltd, 51 Charles Street, London W1.)

ON TV NEXT WEEK

Ln = London; M = Midlands; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; CI = Channel Islands

Anadin: All except B, E

Andrews liver salts: All areas

Alka Seltzer: All areas

Beechams powders/tablets: All except E

Brylcreem: All except NE, E

Buttercup syrup: Lc, Y, NE

Eno: Ln, M, Lc, Sc, WW, So, U

Fynnon Spa bath salts: NE

Iron Jelloids: NE

Philips Ladyshave: Ln, So

Philishave: All except NE, E

Setlers: Ln, M, Lc, WW, So, U

Sparklets syphons: Ln, M, Y, Lc, Sc, So, NE

Venos: All except NE, B, E

COMING EVENTS

Monday December 15

Nottingham Branch, Pharmaceutical Society, 64 St James' Street, Nottingham, at 8 pm. Discussion on revision of Statement Upon Matters of Professional Conduct.

Plymouth Branch, Pharmaceutical Society, Tamar Hotel, Crownhill, Plymouth, at 8 pm. Social evening and 'talent' night.

Tuesday December 16

Durham Branch, Pharmaceutical Society, Three Tuns Hotel, Durham, at 8 pm. Mr A. W. Patterson on "A conducted tour from Roman to Victorian times."

Leicester and Leicestershire Branch, Pharmaceutical Society, Postgraduate medical centre, New Bridge Street, Leicester, at 8 pm. Discussion on revision of Statement Upon Matters of Professional Conduct.

West Kent Branch, Pharmaceutical Society, Bull's Head Hotel, Chislehurst, at 8 pm. Mr S. W. Rawlings (curator, tropical department, Kew Gardens) on "Kew in colour throughout the year."

Thursday December 18

Cambridge and Huntingdon Branch, Pharmaceutical Society, University Arms Hotel, Cambridge, at 8 pm. Christmas party.

Leeds Branch, Pharmaceutical Society, Great Northern Hotel, Leeds, at 8 pm. Professor D. R. Wood on "Drug Hazards."

Contemporary themes

Gentamicin. The topical use of in otorrhoea. *Practitioner*, December, p. 786.

Psychotropic drugs. The chromatographic identification of. *Journal of Pharmacy and Pharmacology*, December, p. 793.

Smoking habits of oral contraceptive users. *Lancet*, December 6, p. 1228.

Pharmacokinetic drug interactions. *Lancet*, December 6, p. 1239.

Asperone. Effect of on the blood pressure and pulmonary ventilation in pigs. *Veterinary Record*, December 6, p. 649.

Urate binding to plasma proteins. Effect of drugs on. *British Medical Journal*, December 6, p. 590.

Acute lymphoblastic leukaemia. Remission induction with cytosine arabinoside and L-asparaginase in. *British Medical Journal*, December 6, p. 596.

MARKET NEWS

Menthol prices are dearer

The market for crude drugs was generally quiet during the week but that did not prevent further price advances in a number of items because of shortage of stocks on the spot.

Brazilian menthol was sixpence lb dearer for forward delivery and threepence more for spot material; Chinese menthol was still unobtainable and shippers were asking 5s lb more than last week for March-April delivery. Also dearer were tolu balsam (by sixpence lb) and ergot (by sixpence). Indian new-crop celery seed for shipment added another 250s cwt on the week. Argentine honey was unchanged in price but stocks were reported scarce; Canadian and Chinese were slightly dearer. Indian lycopodium was offered at 65s lb on the spot.

In essential oils Madagascar clove leaf reversed its recent weak trend being marked up by one shilling lb. Chinese peppermint was threepence lb dearer on the spot while Chinese spearmint was down by one shilling kg for shipment.

Pharmaceutical chemicals

Ascorbic acid: (Per kg) 1-kg 28s; 50-kg 22s. Coated plus 1s 6d; **Sodium ascorbate** plus 4s 6d. **Bacitracin:** USP 75s per mega unit. **Calciferol:** Above 5-kg lots 3s 3d per g. **Calcium carbonate:** BP precipitated £47.5 per ton; prepared £22.5. **Calcium chloride:** Fused 437s 8d per 100-kg in 12½-kg tins. **Calcium gluconate:** 250-kg 9s 5d per kg. **Calcium lactate:** 250-kg £412 per 1,000 kg. **Calcium pantothenate:** 92s 6d for 1 to 9-kg. lots **β-Carotene:** Suspension 20 per cent 334s 6d kg. **Cyanocobalamin:** Up to 200-g lots 40s per g. **Hydroquinone:** 1-cwt lots 10s per lb; 1-ton 8s 6d. **Hydroxocobalamin:** 105s per g. **Menaphthone:** 100-kg lots 120s kg; **Aceto-**, 112s 6d; **Menaphthone sodium bisulphite** (vitamin K₃) 67s. **Nicotinamide:** (Per kg) 1-kg 32s; 10-100 kg 29s. **Nicotinic acid:** 1-kg 27s 6d; 50-kg 22s kg. **D-Panthenol:** 1-kg 182s kg; 10-kg 172s per kg. **Penicillin:** Sterile sodium, potassium or procaine, 3·1d per Mu. for 5,000 Mu. 1 million 2·8d per Mu. **Pyridoxine:** (Per kg) 170s; 5-kg tin 167s kg. 25-kg drum 165s. **Quinidine:** sulphate 21s 8d per oz for 1,000-oz lots. Alkaloid 17s oz (500-oz). **Quinine:** In 25-kg lots (per kg). Sulphate 402s 7d; hydrochloride 496s 9d; bisulphate 405s 8d; dihydrochloride 540s 11d; alkaloid 540s 11d; hydrobromide (15 kg lots) 549s 8d. **Riboflavin:** 161s 6d kg; 5-kg tin 157s kg; 25-kg 155s. **Sodium pantothenate:** Per kg 122s 6d for 1-9 kg. **Streptomycin:** Sterile base and sulphate over 25-kg lots 3·1d per g; non sterile 3d per g. **Thiamine:** (Per kg) hydrochloride 1-kg tin 117s; 5-kg 115s; 25-kg 113s. The mononitrate is 121s; 117s and 117s for similar quantities. **Vitamin A:** Acetate and palmitate up to 10,000 million international units; 2½d per m.i.u.; 10-15,000 m.i.u. 2½d. **Vitamin D:** Powder for tabletting, 850,000 i.u. per g. 155s per kg. Crystalline see under calciferol. **Vitamin E:** (kg) Tocopheryl acetate 267s 6d; 10-kg. 62s; 25 per cent dry powder 10-kg 102s.

Crude drugs*

Aconite: *Napellus* 7s 6d lb nominal. **Agar:** Kobe No. 1, 18s 6d lb, cif; European 16s. **Aloes:** (cwt) Cape primes 305s. Curacao 660s afloat. **Belladonna:** Leaves 3s 5d lb spot, 3s 3d, cif; herb

1s 11d spot, 1s 10d, cif; root 1s 10d spot; 1s 9d, cif. **Balsams:** (Per lb) Canada: 33s. **Copaiba:** 10s 6d spot, Peru: 13s 6d spot; **Tolu:** BP 14s; genuine as imported 41s 6d cif. **Benzoin:** Spot £34 to £45 per cwt. **Buchu:** Spot 26s lb. **Calumba:** Spot 140s cwt; 130s, cif. **Camphor:** BP powder 32s 6d kg, cif. **Cardamoms:** (Per lb) Tanzanian 20s lb, 20s 6d, cif. **Alleppy green** 38s, cif, prime seed 43s 6d, cif. **Cascara:** 380s cwt nominal, shipment 370s cif. **Cassia:** *Lignea*, broken 470s cwt in bond. **Cherry bark:** Thin natural 2s 11d lb spot; 2s 10d, cif. **Chillies:** Zanzibar 350s cwt, spot; Mombasa 280s. **Cinnamon:** Seychelles bark 340s cwt spot; 325s, cif. **Ceylon quills** 4 0's 7s 3d lb cif, quillings 4s 9d, cif. **Cloves:** Zanzibar standard 15s 11d lb, cif. **Cochineal:** (Per lb). Canary Isles prices nominal, Peruvian silver grey 36s 6d, spot; 35s, cif. **Cocillana:** Bark 3s 8d lb spot. **Colocynth pulp:** Spot 4s 6d lb; 4s 3d, cif. **Cubeb:** Spot quoted at 285s cwt. **Dandelion:** Root 5s lb spot; 4s 9d, cif. **Ergot:** (lb) Spanish 9s 3d; 8s 9d, cif. **Gentian:** Spot cleared; 360s cwt, cif. **Ginger:** (cwt) Nigerian peeled 440s, split 440s. Jamaican No. 3 780s spot. Sierra Leone 575s. **Gums:** (Per cwt) **Acacia:** Kordofan cleaned sorts 265s spot; 255s cif. **Karaya:** No. 2 f.a.q. 445s; 425s, cif. **Tragacanth:** No. 1 spot £300, No. 2 £275. **Honey:** (Per cwt ex store). Australian light amber 150s, medium amber 142s 6d, Argentinian 145s, Canadian 220s, Mexican 150s, Chinese 132s 6d. **Hydrastis:** 31s 6d lb spot; 30s 6d, cif. **Hyoscyamus:** *Niger* 2s 3d lb nominal; 2s cif. **Ipecacuanha:** (Per lb)—Matto Grosso nominal; Costa Rican spot 60s 6d; shipment 58s 6d, cif. **Jalap:** Brazilian 2s 3d lb spot; 1s 11d, cif. **Kola Nuts:** West African halves 9d lb; 7½d, cif. **Lanolin:** (1-ton lots) Anhydrous BP 5s 5d to 6s 0½d kg as to grade, delivered. Cosmetic grade 6s 5d. **Lemon peel:** Spot and cif, 2s 9d lb nominal. **Liquorice:** Root, Scarce on spot nominally 90s cwt. Anatolian block juice, 290s per cwt. **Lobelia:** (lb) Dutch, 4s 6d, spot, 4s 3d, cif; American 13s, cif; 13s spot. **Lycopodium:** Indian 65s spot; 50s, cif. **Mace:** Grenada pale blade 9s 1d, cif. **Menthol:** (lb) Chinese spot nominal; 46s 6d, cif. Brazilian 27s 9d spot; 27s, cif. **Mercury:** Spot £235 per flask of 76 lb. **Nutmegs:** (Per lb, cif). Grenada 80's 6s 4d; sound assorted 6s 1d, defectives 4s 10d. East Indian 80's 6s 4d; 110's 5s 8d; b.w.p. 4s 9d. **Nux vomica:** Ceylon 85s cwt, cif. **Orris root:** Up to 600s per cwt c and f. **Pepper:** Sarawak white 4s 6d lb spot, black 3s 6d. **Podophyllum:** *Emodi* 415s cwt spot; 350s, cif. **Quillaia:** Spot 375s cwt; 340, cif. **Rhubarb:** 10s to 25s lb at so grade. **Saffron:** Mancha superior 575s per lb. **Sarsaparilla:** Spot 5s 9d lb, shipment 5s 3d, cif. **Seeds:** (Per cwt) **Anise:** Chinese star 180s, Spanish green 255s, both duty paid. **Caraway:** Dutch 167s 6d. **Celery:** Indian 1,750s, cif. **Coriander:** Moroccan 96s. **Cumin:** Chinese 165s; Iranian 175s, Syrian 160s. **Dill:** Chinese 125s; 95s, cif. (50-kg). **Fennel:** Chinese 115s, duty paid; 92s 6d, cif. (50-kg). **Fenugreek:** Moroccan 70s. **Mustard:** English 55s-90s, as to quality. **Senega:** Canadian 28s; shipment 27s 6d, cif. Japanese 20s in bond; 18s, cif. **Senna:** (lb) Tinnevelly; No. 3 f.a.q. leaves 1s 4d; pods; hand picked, 2s 2d; manufacturing 1s 8d. Alexandria hand-picked pods 7s to 9s; manufacturing 2s 3d. **Squill:** Italian white 235s cwt spot; 2,205s, cif. **Strophanthus:** Kombe 50s lb spot; 47s 6d, cif. **Styrax:** Spot 21s 6d lb; 21s 6d, cif. **Tonquin beans:** Para 7s 3d lb spot, 6s 9d, cif. **Turmeric:** Madras finger 400s spot; afloat 380s, cif. **Valerian root:** Indian 300s spot; 295s, cif. Continental 400s; 380s, cif. **Waxes:** (cwt) **Bee's:** Dar es Salaam shipment 705s cft. **Candelilla:** 550s spot, 540s, cif. **Carnauba:** fatty-grey 350s spot; prime yellow 550s. **Witch hazel leaves:** 4s 10d lb spot; 4s 8d, cif.

Essential oils*

Clove: (lb) Madagascar leaf 11s 9d, in bond; 11s 6d, cif. English distilled bud 310s, kg. **Lemongrass:** Spot 60s kg; 57s 6d, cif. **Peppermint:** (lb) *Arvensis*. Chinese 11s 9d spot, 11s 6d, cif. Brazilian 15s; April-May shipment 11s 6d, cif. American *Piperita* 35s 6d to 40s cif. **Spearmint:** American 52s lb, 34s-35s, cif. Chinese spot 61s 6d per kg; shipment 59s, cif.

*Prices obtained by importers or manufacturers ex warehouse for bulk quantities.

TRADE MARKS

Applications advertised before registration
'Trade Marks Journal' November 19
No. 4760

Halcyon, 934,335, by Pfizer Ltd, Sandwich, Kent. For perfumes, eau de Cologne, toilet waters; perfumed articles and toilet articles; soaps, non-medicated toilet preparations, cosmetic preparations, dentifrices, preparations for cleaning the teeth, preparations for the hair, depilatory preparations; and non-medicated preparations for application to the skin when exposed to the sun (3) **Concorde**, 935,495, by Berkeley Perfumery (Home & Overseas) Ltd, London S 1. For non-medicated toilet soaps (3)

Preparation H, 918, 067, by American Home Products Corporation, New York, USA. For pharmaceutical and medicinal products and preparations, all for the treating of haemorrhoids (5) **pHisofoam**, 913,608, by Sterling Drug Inc, New York, USA. For medicated preparations, having a foaming action, for the treatment of and use on the skin and mucous membranes (5) **No-Bloat** (device), B911,003, by Federal Chemicals Pty Ltd, Abbotsford, Victoria, Australia. For veterinary preparations for the treatment of bloat in cattle (5) **Tripeze**, 934,255, by Wellcome Foundation Ltd, London NW 1, **Pharycidin**, 935,140, by H. R. Napp Ltd, Watford, Herts, **Oppaphen**, 942,023, by Oppenheimer Son & Co Ltd, London SW 9. For pharmaceutical preparations and substances (5) **Ralgro**, 937,000, by Commercial Solvents Corporation, Terre Haute, Indiana, USA. For anabolic lactones (5)

Pasodox, 941,845, by Fisons Pharmaceuticals Ltd, Loughborough, Leics. For pharmaceutical, veterinary and sanitary substances; infants' and invalids' foods; medical and surgical plasters; material prepared for bandaging; and disinfectants (5) **Rayodal**, 941,932, by Pharmacia AB, Uppsala, Sweden. For radiological contrast media (5) **Harlequin**, 936,559, by Kimberly-Clark Corporation, Neenah, Wisconsin, USA. For paper tissue handkerchiefs (16) **Delkins**, 944,265, by Londesborough Instruments Ltd, Birmingham. For gloves for household use (other than bottling gloves of rubber) (21)

Trade Marks Journal November 26
No. 4761

Haemo-Sol, 929,710, by Haemo-Sol Ltd, Hamilton, Bermuda. For chemical compositions for use in cleaning dried blood and agar from laboratory, medical and surgical instruments and accessories (3) **Gala Soft-Centre**, 930,430, by Gala of London Ltd, Surbiton, Surrey. For lipsticks having a dual consistency (3)

Zwits, 934,270, by Intec Proprietaries Ltd, Morden, Surrey. For soaps, perfumes, non-medicated toilet preparations, essential oils, cosmetics preparations for the hair, dentifrices, and toilet articles (3)

Soft Promise, B935,896, by Chesebrough-Pond's Ltd, London NW 10. For non-medicated toilet preparations and cosmetic preparations, all in the form of creams or lotions (3)

Aucola, 939,035, by Wella (Gt. Britain) Ltd, Basingstoke, Hants. For cosmetic preparations for tinting the eyebrows and eyelashes (3)

Stockade, 926,063, by S. C. Johnson & Son Inc, Racine, Wisconsin, USA. For disinfectants; germicides; insecticides; insect repelling preparations; fungicides; air deodorants; moth proofing preparations (5)

Aegis, 930,863, by Aesculaap NV, Boxtel, Netherlands. For medicines for animals (5) **Wellcome Beckenham 31**, 932,182, by Wellcome Foundation Ltd, London NW 1. For vaccines (5)

Hansolar, 935,084, by Parke Davis & Co, Detroit, Michigan, USA. For pharmaceutical preparations and substances for human and veterinary use (5) (device). B935,827, by Parkinsons Ltd, Burnley, Lancs. For pharmaceutical preparations and substances; veterinary preparations and substances; disinfectants and sanitary preparations (5)

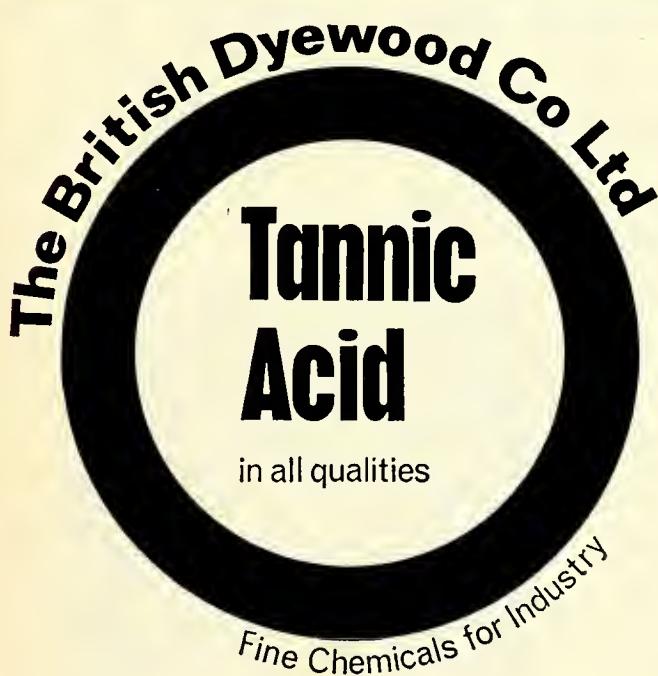
Penbritin, 940,320, by Beecham Group Ltd, Brentford, Middlesex. For pharmaceutical preparations and substances for human and veterinary use; sanitary substances; disinfectants, antiseptics and deodorants (5)

Do not
disappoint
your customers
—stock and display

askit

Powders and tablets for the safe and
speedy relief of headaches, colds,
chills, rheumatic and nerve pains

EX ALL LEADING WHOLESALE HOUSES



The British Dyewood Company Ltd
Head Office, 19 St. Vincent Place, Glasgow C1.
Tel: CENtral 4425
10 Victoria Street, Liverpool 2.
Tel: CENtral 5272

Just arrived ! The New Polaroid Swinger II Gift Set.



*Everything required for
Christmas Pictures on
Christmas Day*

It's the Christmas Gift the whole family will enjoy ! With the incredible Polaroid Swinger II you get a crisp b/w picture only 15 seconds after you snap the shutter. The Swinger II has a built-in photometer for correct exposure and comes with a handy snap-on flashgun for sharp indoor shots. The Gift Set offers: The Swinger II camera — 2 rolls of Type 20 film (8 pictures to a roll) — flashgun — 5 AG-1 flashbulbs — pocket picture album. An exceptional value at just £9. 12. 8d. retail incl. Tax.

Trade price £5. 8. 1d. plus Tax. (Recommended)

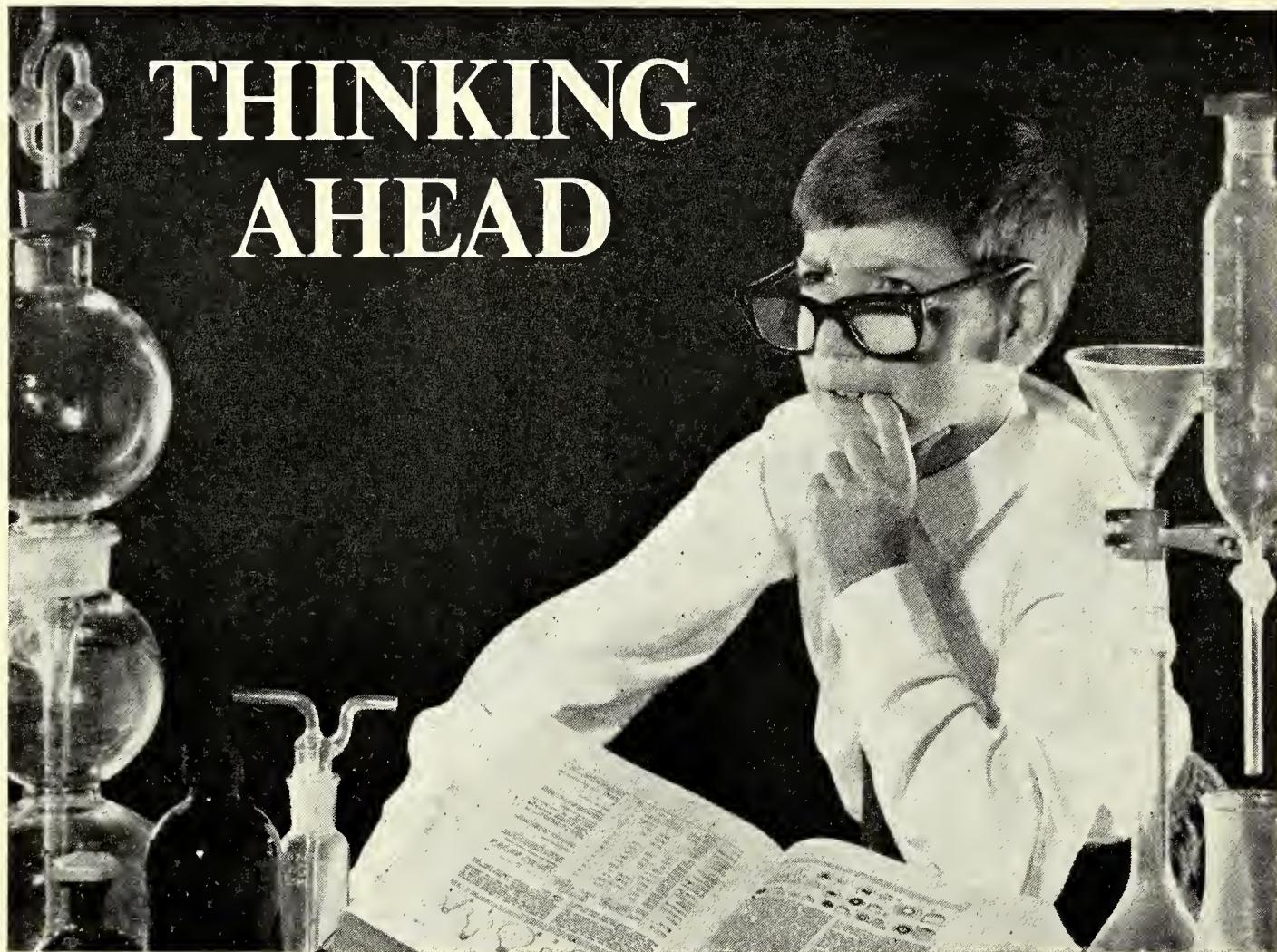
"Polaroid" and "Swinger" are trade marks of Polaroid Corporation, Cambridge, Massachusetts, U.S.A.

*Available at Vestric Branches
throughout the country*



Vestric Ltd.

Head Office:
Runcorn, Cheshire



...means that you get the best punches and dies from Manesty when you want them

Our tablet producing customers always tell us that our punches and dies are the best products of their type. They also emphasise that our prices for these products are very reasonable, considering their high precision and consistently reliable long-life performance.

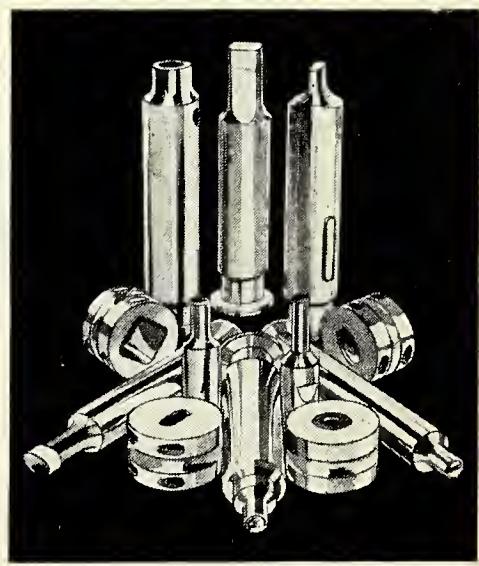
These are the principal reasons why demand for Manesty punches and dies has been growing at a steadily increasing pace in recent years. It has, in fact, threatened to outstrip the rate at which we manufacture and stock standard designs. Now we are jumping well ahead of demand with appreciable increases in the number of standard types held in stock. We can therefore offer improved delivery throughout the standard range. As we are thinking further ahead than ever, may we ask customers—current and prospective—to let us know details of their special punch and die requirements well in advance? Our design and advisory service is constantly available, and with adequate notice and advance discussion we can ensure design perfection—and deliveries to precede desired production dates.

Write now for full technical details of the current increased stock range of standard punches and dies.

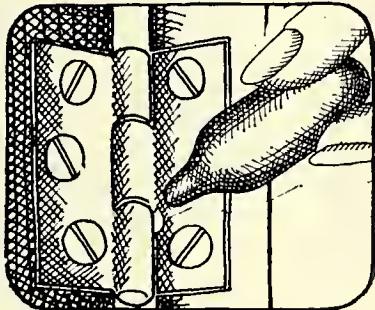
MANESTY
the name behind the greatest names in tablets



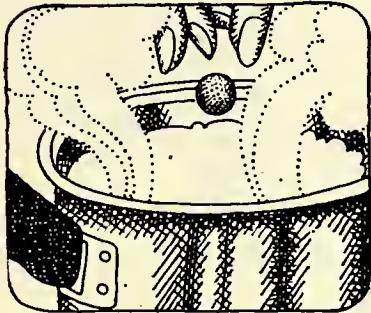
MANESTY MACHINES LTD., SPEKE, LIVERPOOL L24 9LQ Telephone: 051 486 1972 Grams: Manesty, Liverpool 24 Telex 62249



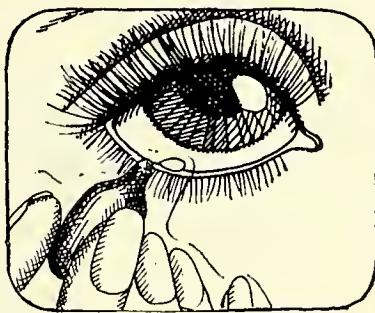
43,721* of our capsules



were pinched last year



or dissolved



or squeezed



or swallowed

Ah well, that's the price you pay for designing the most disposable form of modern packaging ever.

One of our clients uses our capsules for petrol. Another for flavourings. Another for perfumes and bath oils. Yet another for lubricants and paints.

Scherer capsules are so versatile, you see.

You can pierce them, squeeze out the contents, and throw the gelatin outer away. Easy. Or you can use them intact, letting them dissolve in your bath water, your pie filling—or your tummy.

That gelatin casing has its own nutritious qualities, too.

Scherer capsules come in all shapes, sizes and colours to suit the product.

Give it added sales appeal by making it stand out from the competition.

They're air-tight, hygienic, and resilient. You'd be surprised at the handling they can take. And at how long they last on the shelf.

We provide a complete encapsulation service. Including, for many of our clients, full product development facilities.

We can even produce a client's product on our premises to his formula (in the strictest confidence) using the latest methods of laboratory control and quality checking.

Maybe you have a problem that's tickling you at the moment.

Maybe encapsulation is the effective answer.



Give Roy Collins a ring at Slough 21241. He'll give you a frank opinion on the possibilities of capsule packaging for your product.

r.p. Scherer

R.P. Scherer Limited
216/222 Bath Road Slough Bucks

*Our copywriter's poetic estimate.
The true figure is in fact several thousand million.

The touch of REAL Beauty

Care your skin with VELOUTY, the modern ALL-IN-ONE instant beauty make-up reveals and keeps your beauty natural... it protects your skin against the wind and sun... gives you new attractiveness wherever you may be.... VELOUTY means pure beauty, the fresh untouched look that excites the imagination and lets you be just yourself. Choose from seven shades.

Natural, Peach, Rachel, Ivory, Apricot, Sungold and Ochre.

Available in Tubes and Jars from Chemists and Beauty Counters

Velouty POWDER CREAM

The ALL-IN-ONE
Make up.

A complete
modern beauty
treatment.

DIXOR LTD. ST. LEONARD'S RD., MORTLAKE LONDON SW14

Advertised in
leading women's
journals during
1969



In shades of Ivory, Natural, Ochre,
Peach, Sungold, Apricot, Rachel
FROM YOUR USUAL WHOLESALER OR DIRECT FROM
DIXOR LTD. ST. LEONARD'S RD., MORTLAKE SW14

SUGGESTED RETAIL PRICES:

- TUBES No. 2—2/2 each
(Trade 12/4 doz.)
- PLASTIC JARS—6/5 each
(Trade 37/- doz.)
- TUBES No. 3—3/8 each
(Trade 20/4 doz.)

BINKI

Tailored by ELSINORE

2 for 3/11

FROM
YOUR
USUAL
WHOLESALER

ONE WAY UNDER NAPPIES



CLASSIFIED

telephone:
01-353 6565

★ Classified Advertisement Rates ★

Appointments Vacant: £4 per single column inch, minimum £4
All other headings: 6/- per line or £4 per single column inch.
Box Number 3/-.

Special service: Semi-displayed layout prepared free of charge.
 All enquiries should be addressed to: Iris Greenberg, Classified Advertisement Manager, 28 Essex Street, Strand, London W.C.2.

CARDINELLI BEAUTY PRODUCTS

require representatives in following areas: North, Midland, South East, South West. Car owners apply in writing to:—

**339 Green Lanes,
Haringey
London, N.4**

ROYAL INFIRMARY OF EDINBURGH and ASSOCIATED HOSPITALS (1350 Beds)

PHARMACIST

required in the Group Pharmaceutical Department of one of the largest Teaching Hospitals in the United Kingdom. Excellent experience provided in all aspects of Hospital Pharmaceutical work, including manufacturing, quality control and ward Pharmacist scheme. Apply with full details including names of two referees to Personnel Officer, Royal Infirmary, Edinburgh, EH3 9YW.

Assistant Editor

Assistant Editor wanted for "The Flavour Industry," a new journal dealing with all aspects of Flavours. Applicants should have a technical background with experience in pharmacy or the flavour industry an advantage.

Details to:

Mr. F. V. Wells,
UNITED TRADE PRESS LTD.,
42 Gerrard Street, London, W.1.

APPOINTMENTS WANTED

SCOTLAND

Former Manufacturers' Agent, Pharmacist, many years' experience sales and distribution for National Companies, good connections. Now free to consider offers in Sales Management in Scotland. Box C 1551, 28 Essex Street, Strand, WC 2.

PHARMACIST

seeks employment in retail, Liverpool, or very near.

Harold Newell, M.P.S.,
28 Greenbank Road, Liverpool 18, or c/o Sefton Park 1650.

PERFUMERY REPRESENTATIVE

Applications are invited for a representative to cover the West Riding of Yorkshire and South Yorkshire, including Sheffield, areas as well as parts of Cheshire. Previous experience in the perfumery field is essential together with a knowledge of high class chemists and departmental stores in the areas mentioned. A good salary will be paid with commission plus expenses. Car provided.

Applications in confidence to Sales Manager,
J. GROSSMITH & SON LTD.,
41-46 Piccadilly,
London W1V OLE.

BROOKWOOD HOSPITAL KNAPHILL, WOKING, SURREY

Pharmacy Technician I

(Salary Scale £650-£950 pa.) He/she will work under the supervision of the Chief Pharmacist. Residential accommodation (female) available. Excellent Staff Social Club. Applications giving particulars of age, experience and qualifications, together with the names of two referees to the Group Secretary as soon as possible.

SCARBOROUGH GENERAL HOSPITAL Scarborough

PHARMACY TECHNICIAN

required for Group Pharmacy. Previous hospital experience not essential. Accommodation available, if required.

Salary scale according to age and experience. Range £525 - £910.

Applications to Hospital Secretary.

BARNET GENERAL HOSPITAL, Wellhouse Lane, Barnet, Herts.

Pharmacy Technician I

required for modern Group Pharmacy. Whitley Council salary. Apply to Group Pharmacist.

ANCOATS HOSPITAL Manchester M4 6EB

Applications are invited for the post of

SENIOR PHARMACIST

The post is an interesting one and the holder deputises for the Chief Pharmacist in his absence. The experience gained could be useful as a stepping stone for promotion. Applications stating age, qualifications and dates, together with details of experience and the names and addresses of two referees to the Hospital Administrator (ref. 455).

ROYAL FREE HOSPITAL

Senior Pharmacist

With special responsibility for outpatient pharmacy. The opportunity also exists for participation in a new system of drug distribution to the wards. Salary on scale £1,220 per annum plus London Weighting and higher qualification allowance rising to £1,520 per annum. Additional payment is made for regular evening clinics. Applications naming two referees to the Group Pharmacist, Royal Free Hospital, Gray's Inn Road, London WC 1.

G. D. Searle & Co. Ltd.

Development Pharmacist

We are one of the world's leading companies who manufacture and market a wide range of pharmaceutical, medical, and allied products. We require a graduate pharmacist to lead a small team in the Research and Development Department.

The man appointed (who should be aged 25-40) will report to the Pharmaceutical Development Manager and be responsible for the formulation of new pharmaceutical and veterinary products and the manufacture of small pilot batches for production evaluation and stability studies.

The work is technically demanding and will appeal to someone with at least 3 - 4 years' production or development experience.

An attractive salary will be offered and conditions of service are excellent.

Please apply to:-

The Personnel Officer,
G. D. Searle & Co. Ltd.,
Lane End Road,
High Wycombe,
Bucks.

Telephone High Wycombe 21124

Please mention C&D when

replying to advertisements

APPOINTMENTS VACANT

REPRESENTATIVES

to carry additional line on commission basis. New product of quick and wide appeal giving large and easy sell in aerosol complementary produce.

Marstan Mandy Products Ltd.,
22, Birch Road,
Maple Road Industrial Estate, Eastbourne.
Tel.: 34211/Orpington 33082.

NOTTINGHAM

Manager or Manageress required for a new pharmacy six miles south of Nottingham. Free flat available if required. Superannuation scheme, accident illness cover. Good salary. Three weeks paid holiday per year. Apply in writing to:—

A. H. Foster (Chemists) Limited,
103 Alfreton Road,
Nottingham.

ORDER FORM

LINAGE	6/- per line (Min. 5 lines at 30/-)
SEMI-DISPLAY	£3 per s.c.i. minimum.
DISPLAYED	£4 per s.c.i. min. 1" s.c. (1" x 1½")
BOX NUMBER	3/-

POST TO : Iris Greenberg, Classified Advertisement Manager, Chemist and Druggist, 28 Essex Street, Strand, London, W.C.2.

ISSUE(S) DATED
IF BOX NO. REQUIRED : YES/NO
LINAGE OR DISPLAY

BLOCK LETTERS PLEASE

HEADING:

5

10

15

20

25

30

35

NAME:

ADDRESS:

TEL:

PRODUCTION SUPERVISOR

To have direct control of the day-to-day operation of a number of high speed filling, capping, labelling and packing lines controlling mainly female labour with a male service function. Applicants should have experience in supervision of female labour, preferably in any of the high speed processing and packaging operations of a consumer industry. Age 27-45. Salary is negotiable around £1,400 p.a.

Plus Points!

- * Competitive salaries
- * Regular Personal reviews
- * Pension scheme
- * Insurance scheme
- * Three weeks' holiday
- * Free protective clothing
- * Half price staff shop
- * Excellent canteen facilities

Please apply to

Mr. P. J. Eastwood, Employment Manager, CHESEBROUGH-POND'S LTD., Victoria Road, Willesden, London, N.W.10. Telephone ELGar 6575.

REPRESENTATIVE

required by

PRINTERS

to call on retail chemists in an area bounded in the West by the line Bournemouth — Swindon and in the North, by the line Swindon — Oxford and then following the River Thames.

Established connection which we would require expanded. Salary, commission, expenses, car and superannuation scheme.

Apply in your own handwriting to:

D. K. Mackay,
Sales Director,
James Townsend and Sons Ltd.
P.O. Box No. 12,
Musgrave House, Western Way,
Exeter. EX1 2AB.

Veterinary
Pharmaceutical Company
requires

(1) **Field Sales Manager** to supervise small sales force. Must be experienced and have sound record of successful selling to all outlets for veterinary pharmaceuticals. Company intent on rapid expansion of business so prospects directly related to achievement. Good initial salary, car, etc. Applicants should be resident in Central England/S. Wales/Gloucester. Apply in writing giving details in strict confidence.

(2) **Representatives**, male or female, for E. Midlands territory, Scotland, N. Ireland. Preference to those having established contacts and background of successful selling of veterinary pharmaceuticals. Good basic salary plus commission, car, etc. Give full details in first instance. Box C 1547 28 Essex Street WC 2.

YOUNG MANAGING PHARMACIST

required for busy pharmacy department of a progressive private company. Excellent supporting staff including a trainee Dispensing Assistant. Ability to implement modern retailing techniques and supervise staff essential. The position offers a five day week, annual holiday of three weeks and three days, contributory pension scheme with free life assurance, excellent future prospects. Salary by negotiation. Written applications giving full details of age, experience and present salary to the Company Secretary, Roys (Pharmacy) (Wroxham) Ltd. Wroxham, Norwich. NOR 04Z.

ROYAL SOUTH HANTS HOSPITAL
Fanshawe Street,
Southampton, SO9 4PE

DEPUTY CHIEF PHARMACIST

required in this busy Category V Group Department. The Royal South Hants Hospital will form part of the Teaching Hospital Complex at present being developed in Southampton.

Salary scale £1,383 to £1,751 per annum.

Application to the Hospital Secretary.

CLASSIFIED

telephone:
01-353 6565

★ Classified Advertisement Rates ★

Appointments Vacant: £4 per single column inch, minimum £4
All other headings: 6/- per line or £4 per single column inch.
Box Number 3/-.

Special service: Semi-displayed layout prepared free of charge.
 All enquiries should be addressed to: Iris Greenberg, Classified
 Advertisement Manager, 28 Essex Street, Strand, London W.C.2.

BUSINESS OPPORTUNITIES

**ORRIDGE AND CO.,
DACRE HOUSE,
DACRE STREET,
VICTORIA STREET,
LONDON SW 1.**

Tel.: 01-799 6433 (5 lines)

Branches at:
 36 Cannon Street, Birmingham 2. 021-643 6547
 14 Chapel Street, Liverpool 3. 051-236 7523

517 Christchurch Road, Boscombe, Bournemouth. 0202 35832
 78 Mansel Street, Swansea. 0792 52880

Northern Business Consultant:

M. J. Sewell, J.P., Ph.C.,
 17 Stumperlowe Avenue, Sheffield 10. 0742 302507

S.E. LONDON. Drug Store for sale to pharmacists or bodies corporate under the Pharmacy Acts. Turnover last year £16,623, certified net profit £2,986. Scope for pharmacy. Excellent living accommodation. Small garden, lease. Rent only £160 p.a. Vendor retiring. Price £3,000 o.n.o., s.a.v.

MIDDLESEX. Good class suburb. Retirement. Turnover last year over £25,300. Gross profit £6,114. Audited accounts. Lock-up shop. New lease available at £800. Present hands 40 years. Price £4,500 s.a.v.

PRESTON. Important town. Middle and working class business for sale owing to retirement. Increasing turnover approximately £40,000 last year. Heavy panel dispensing. Net profit not less than £5,000 p.a. Potential. Spacious living accommodation. New lease to be granted by Vendor. Price £9,500 for lease, goodwill and excellent pharmacy fixtures, plus s.a.v.

N. LONDON. Middle class business. Lock-up shop. Increasing turnover this year about £20,000. Expensively fitted pharmacy cost about £2,000. Net profit to managing proprietor approx. £80 p.w. Lease on low rental. Total p/price £2,500 s.a.v.

DURHAM. Retirement. Middle and working class business with increasing trade. Net profit last year £2,745 plus £520 paid to wife. Motor car and depreciation charge of over £300. NHS remuneration over £9,000. Spacious living accommodation. Property worth £4,000 included in purchase price. Total price to include valuable business, freehold property, stock and fixtures only £5,000 of which vendor will accept initial instalment of only £500 and the remainder spread over an easy period.

Proprietary Medicine product (nationally distributed to Chemists) for sale. Regd. Trade Mark in U.K. and 20 countries overseas. High Gross Profit. Formerly heavily advertised but during the last few years sales have declined due to absence of advertising and selling effort. Would suit marketing organisation backed by suitable advertising to revive the line to former proportions and also provide a vehicle for the introduction of additional products. Principals only with Bank Reference write to Box No. C.1548, 28 Essex Street, Strand, W.C.2.

WANTED

WE WILL PURCHASE for cash a complete stock, a redundant line, including finished or partly finished goods, packaging, raw materials, etc. No quantity too large. Our representative will call anywhere. Write or telephone: Lawrence Edwards & Co., Ltd., 6/7 Wellington Close, Ledbury Road, London, W.11. Tel.: Park 3137-8. C 140

WANTED. We want to purchase — Old drug drawers, display cabinets, bottles, carboys, pill rollers, plaster machines, shop signs, exterior and interior. In fact anything old. We dismantle and collect 100 miles radius of London — 121, Consort Road, Peckham, London, S.E.15, 01-639 6362.

We have for sale

20,000 6oz. Amber Flats.
 16,000 2oz. Amber Rounds.
 8,000 12oz. Powder Rounds.

All in excellent condition.
 Cartons supplied, and Caps. Consider a reasonable Offer.

Box No. C.1552, 28 Essex Street, Strand, W.C.2.

WE PURCHASE all types of surplus stocks especially ethicals. Box C 1549, 28 Essex Street, Strand, WC 2.

J. H. McKeague & Co. FSVA

Business Agents Stocktakers

(Stocktakers now available throughout the British Isles)

To let: Pharmacy, Belfast. Main road, busy shopping centre, fully fitted shop and dispensary, open plan, no charge for goodwill, fixtures and fittings. Rent £500 p.a. plus rates. Purchase of stock optional.

For sale: Pharmacy with turnover £90,000. Belfast.

Apply:

75 GREAT VICTORIA STREET, BELFAST 2.

Tel.: 40832

NORTH NOTTINGHAM

Old established main road Pharmacy. Turnover exceeds £19,000. Profits well above average. New 7 year lease with option for further 7 years at existing rent of £550 per year. This lease includes modern living accommodation above, garage and warehouse.

Price £3,000 plus stock at valuation approx. £3,000. Box No. C.1550, 28 Essex Street, Strand, W.C.2.

Small Group of Pharmaceutical Companies for quick sale, comprising manufacturing and wholesale units. Location London. Established proprietary ethical and over-the-counter lines and trade marks. Big tax loss on sundries division; enormous potential. Principals only

Box No. C.1554,
 28 Essex Street,
 Strand, W.C.2.

TRADE SERVICES

TAILORING: Mr. Alex Salsbury, well-known West End Tailor, visits busy chemists for hand made suit orders, or at Savile Row, London W 1. Phone: 607-1945. Speedy Service: Reasonable cost.

SPACE AND LABOUR force available for Contract Packing — reply to D. & S. Packaging, 62 Harwoods Road, Watford.

FDR SALE

COMPLETE MIXING PLANT for sale or as separate items. Plant includes Mixer, Case Packer, Skip Hoists, Sifters and Dust Extraction etc. Available for immediate delivery. Ring Slough 23971 — D. K. Scourfield.

SIG — Fully automatic filling and packaging machine. Type ODR. Designed for knock down type carton and free flowing materials. Output up to 320 p.m. (dependent on size). Excellent condition. Originally purchased 1966. £12,500 o.n.o. Ring Slough 23971 — D. K. Scourfield.

SELF SERVICE DISCOUNT HOUSE

5/- IN £ CARPETS

4/- IN £ FURNITURE & BEDS

off makers rec. retail price

SEND FOR FREE SELF SERVICE LIST
 John Evans House, Russell Parade,
 Golders Green Road, London, N.W.11.
 Tel: 01-455 9774/9

CLASSIFIED

telephone:
01-353 6565

★ Classified Advertisement Rates ★

Appointments Vacant: £4 per single column inch, minimum £4
All other headings: 6/- per line or £4 per single column inch.
Box Number 3/-.

Special service: Semi-displayed layout prepared free of charge
 All enquiries should be addressed to: Iris Greenberg, Classified
 Advertisement Manager, 28 Essex Street, Strand, London W.C.2.

AGENTS

Elegant

SOLARITE® SUNGLASSES

Our expanding sales programme creates openings for capable Agents, with good retail chemist & department store connections in

- (1) London
- (2) S.E. England plus Hants
- (3) Lancashire
- (4) Essex plus East Anglia

Applicants able to devote sufficient selling time in the first half of the year should apply with details of experience, age, lines carried and ground covered to:—

Solarite Division,
Lesser Brothers Ltd.,
Lesbro Works,
Hylton Street,
Birmingham 18.

or telephone Mr. Austen at 021-554 2234.

AGENT with excellent connections in chemists, department stores, etc., in Shropshire, Warwickshire, Staffordshire and Worcester seeking further products. Replies to Box C 1510.

PROTECT YOUR PERSONAL CHEMIST AND DRUGGIST PRICE LIST COPY

Plastic covers for the Quarterly Price List, 6s. each, are obtainable from: A. A. Golding, Subscription Dept., Summit House, Glebe Way, West Wickham, Kent. Tel.: 777 8271. Cash/Postal Order with your order please.

Car and part salary offered to free lance agents calling Chemists and Stores in (1) East and West Midlands (2) North London and Home Counties.

Apply Box No. C 1553,
28 Essex Street, Strand, W.C.2.

SHOPFITTINGS — Manufacturers of chemists fittings offer Special Terms to chemists opening or re-fitting in Dec., Jan. and Feb., willing to act as show installations for new range of display shelving, showcases, counters Usual H.P. facilities. Limited amount of six year rental available. Rocano Limited, St. Paul Street, Bristol, 2. Tel.: Bristol 40328.

AGENTS

Gentleman with 19 years' experience of call on retail pharmacists and departmental stores with contacts throughout the U.K. now available to act as agent for manufacturers of quality products. Reply Box No C 1555, 28 Essex Street, Strand, WC2.

CHRISTMAS HOLIDAY CLASSIFIED ADVERTISEMENTS

For inclusion in the combined issue of Dec. 20/27, 1969, classified advertisements must be received on or before Tuesday Dec. 16.

The following issue will be published on January 3rd. Copy for that issue should be received not later than first post Wednesday, Dec. 31, 1969.

TENDERS

LANCASHIRE COUNTY COUNCIL

Tenders are invited for the supply of the following during the period 1st March, 1970, to 29th February, 1972.

Schedule 'A'—Drugs and Pharmaceutical Preparations.

Schedule 'B'—Surgical Sundries, Instruments, Dressings, and Nursing and Rehabilitation Equipment.

Schedule 'C'—First Aid Cases.

Schedule 'D'—Toilet Requisites (excluding soap products).

Schedule 'E'—Dental Sundries.

Tender forms (please state which schedule(s) required) from the County Medical Officer of Health, Room 128, East Cliff County Offices, East Cliff, Preston PR1 3JN. Closing date for receipt of tenders 10 a.m., Friday, 2nd January, 1970.

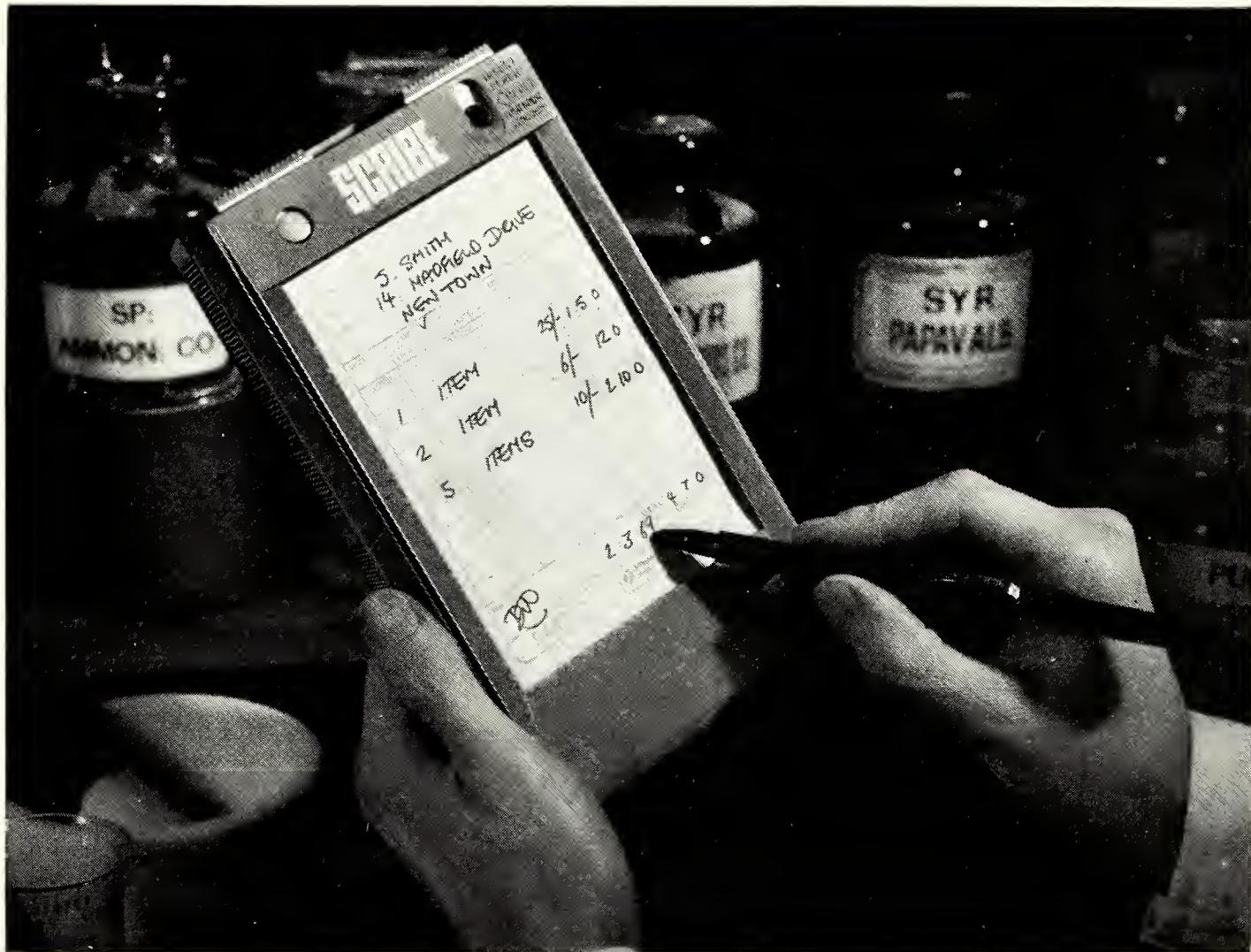
INDEX TO DISPLAY ADVERTISERS

Askit Ltd	11	Illingworth, E., & Co	4
Beales J. (Marathon) Ltd.	20	Ilon Laboratories (Hamilton) Ltd	4
Berk Pharmaceuticals Ltd	9	Inter-Alia Pharmaceutical Services Ltd	Front Cover
British Dyewood Ltd	11	Inter-Alia Pharmaceutical Services Ltd	Price List 6
Burroughs Wellcome & Co	2	Macdonald & Taylor Ltd	5
Burroughs Wellcome & Co	1	Manesty Machines Ltd	12
Ciba Laboratories Ltd—Rimactane	10	Selpharm Laboratories Ltd	7
Co-Caps (Coded Capsules)	2	Smith & Hill (Chemists) Ltd	4
Dixor Ltd	14	Twinlock Ltd	19
Druker, D. M., Ltd	6	Vestic Ltd	11
Garsalle Ltd	6	Whitmarley Displays Ltd	6
Glaxo Laboratories Ltd, Ceporex	8		



WHERE THERE'S A SALE THERE'S A SCRIBE

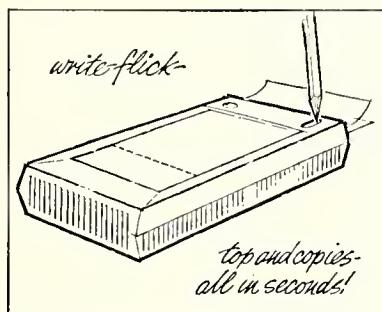
to record, copy and file—all in seconds



Scribe has a form that's designed for you—and when you've got Scribe, you've got the most efficient way of using sale forms. As each form is completed, a flick of pen or pencil ejects it. Ready-carboned cartridge refills of two or three-part Scribe forms can be fitted in seconds. No messy carbon handling is involved! Scribe goes anywhere, records anything (there are 12 forms to choose from, covering all sales,

stores or office uses, or you can design your own). As you write, Scribe automatically copies—and the copy can be slipped into the built-in filing compartment till you need it. Throw away your carbon books and start saving time and trouble with Scribe. You'll get a new kind of efficiency from the first sale onwards.

*Scribe is available in two sizes. 58/10
Either register complete with cartridge from 58/10
(suggested retail price inc. P.T.)*



 **TWINLOCK**
SCRIBE
PORTABLE REGISTER
The complete top-and-copies system
Available from your usual Business Supplier

Please forward your detailed, illustrated literature on Scribe.

Name.....

Business.....

Address.....

My usual Business Supplier is.....

To: Twinlock Limited, Twinlock Works, Croydon Rd., Beckenham, Kent. BR3 4BH. Tel: 650 4838

my With-it mum buys

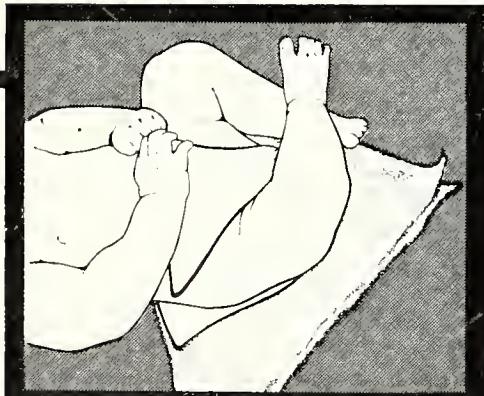
Marathon

dryliners

the original one-way nappy liner



-CoS
they help
Prevent
nappy
Rash



Three sizes

Suggested Retail Price :

Standard (0-5 months) 2 for 5/11.

Large (6-10 months) 2 for 7/11.

Pants (over 10 months) 2 for 8/11.

FULLY GUARANTEED

2 million other
mums use the
Marathon dryliners

**MAKE SURE YOUR STOCKS
ARE AVAILABLE**

Help babies combat nappy rash and baby's discomfort with the Marathon Dry Liner, the special one-way nappy. The Marathon dry liner fits inside baby's regular nappy, whether terry or disposable. Being non-absorbent urine passes through to the outer nappy, thus keeping baby dry and comfortable.

WRITE FOR FREE LEAFLET

Marathon

from

**MARATHON KNITWEAR
(Nottingham) LTD.**

Peveril Works, Peveril Street,
Nottingham.
or from your usual wholesaler.